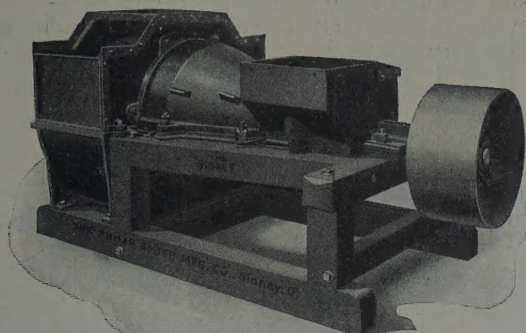
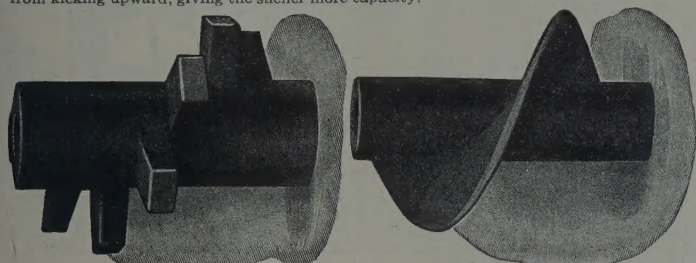


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### SIDNEY COMBINED SHELLER AND BOOT

Our Shellers are furnished with either style feeder as shown below. Also notice the improved adjustment and the side feed hopper. This style hopper prevents the corn from kicking upward, giving the sheller more capacity.



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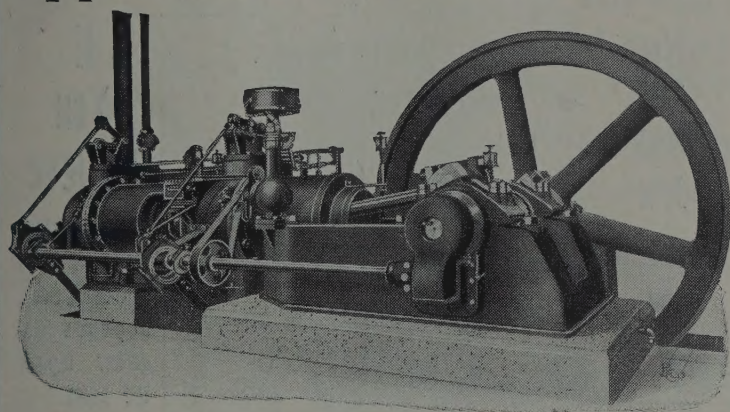
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THE PHILIP SMITH  
MFG. CO.  
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Complete Stock  
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Because it presents a  
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Does a St. Marys furnish your power?

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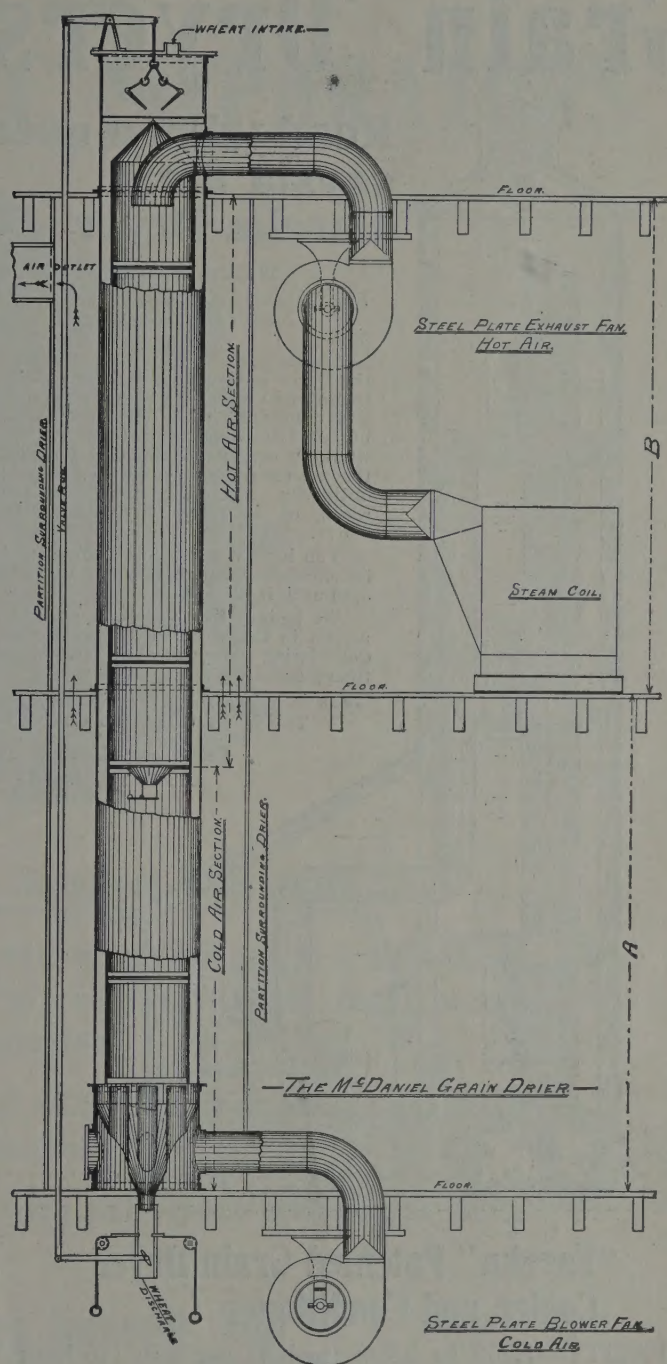
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## McDANIEL GRAIN DRIER



Will remove any percentage of moisture desired.

Hot or cold air or both can be used.

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Guaranteed satisfaction.

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## Grain Dryers

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Dear Sirs:

We are pleased to inform you that the Dryer is giving us excellent satisfaction, and is one of the machines that had done more than our expectation, because it has much larger capacity than what we originally bought it for, and this we realize is very seldom the case; ordinarily machines are below the rating of their capacity instead of above.

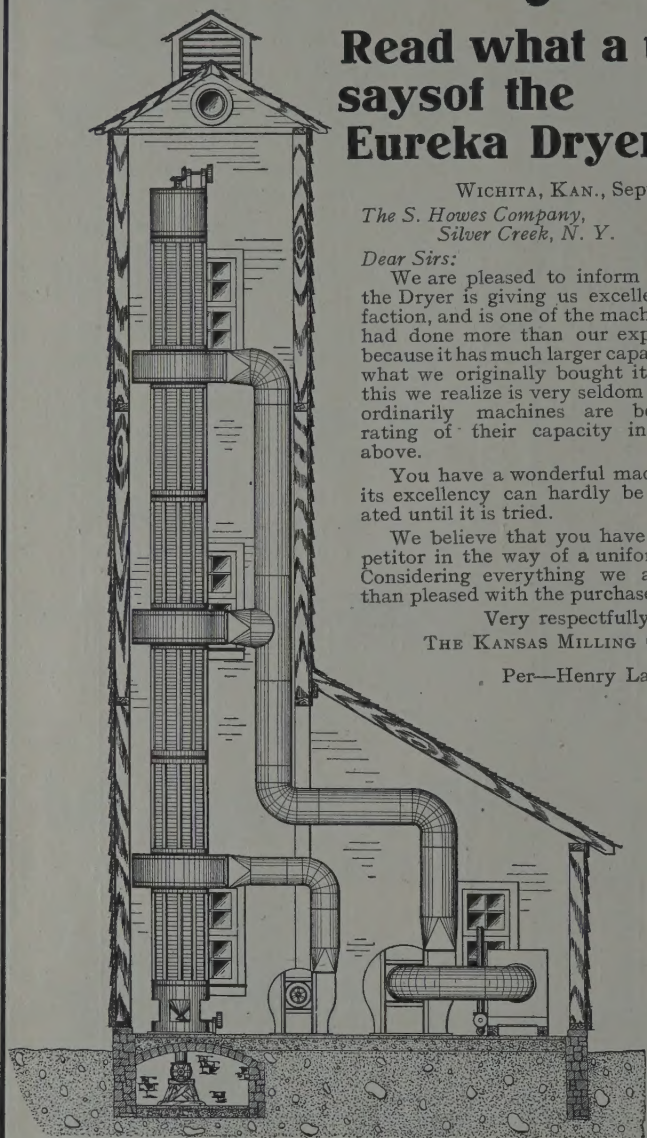
You have a wonderful machine and its excellency can hardly be appreciated until it is tried.

We believe that you have no competitor in the way of a uniform dryer. Considering everything we are more than pleased with the purchase.

Very respectfully,

THE KANSAS MILLING COMPANY

Per—Henry Lassen,  
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**"Eureka" Patented Grain Dryer  
Cooler and Conditioner**

CAPACITY—1,700 to 2,000 Bushels per day (10 hours)

Complete with Hot and Cold Air Fans, Heater, Steam Trap and Air Piping. Automatic and Continuous in operation as Dryer and Cooler. Total Height, 49 feet.

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**THE S. HOWES COMPANY**

Originators of the Highest Grade Grain Cleaning Machinery

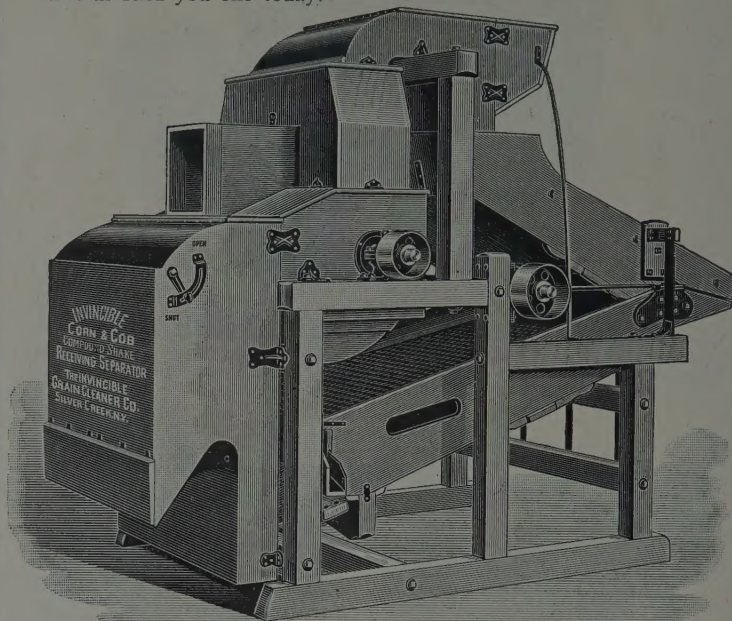
"EUREKA WORKS" - SILVER CREEK, N. Y.

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are being sold and used today than all others combined—

There is but one reason for it—they do the work better than others.

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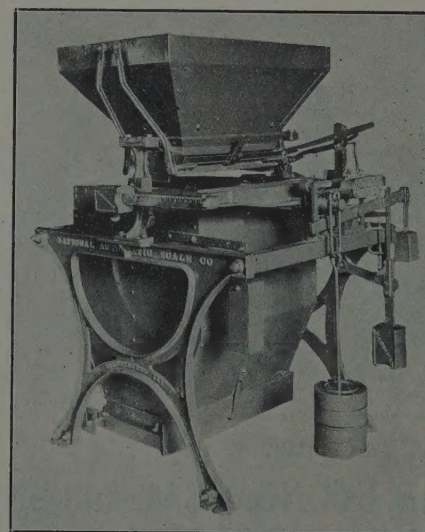
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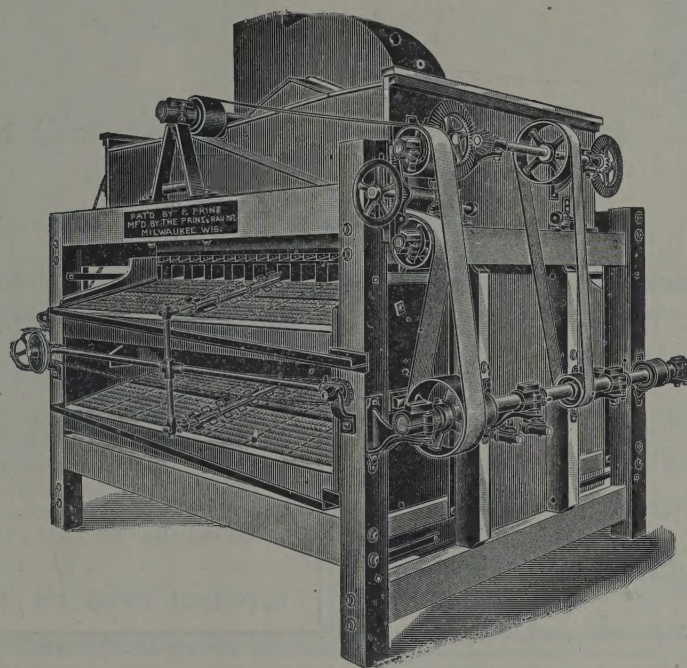




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WHEN YOU USE

# PRINZ AUTOMATIC SEPARATORS



## Here are Some Reasons for the Statement Made Above:

**EXTRA WIDE SIEVES**, allowing the grain to spread out in a thin sheet, which causes the offal to rise quickly to the top and requires but a short travel to make a perfect separation.

**PERFORATED SHEET STEEL SIEVE CLEANERS**, working automatically on the top of the sieves and keeping them constantly clean.

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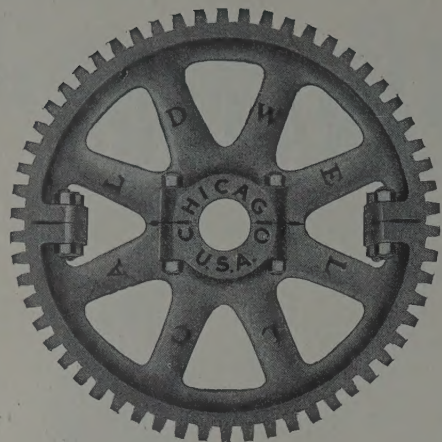
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## Will You Need Elevator Machinery or Supplies This Year?

Prices are advancing—order early, or send for estimates. Best goods—best prices.

**GRAIN DEALERS' SUPPLY COMPANY**  
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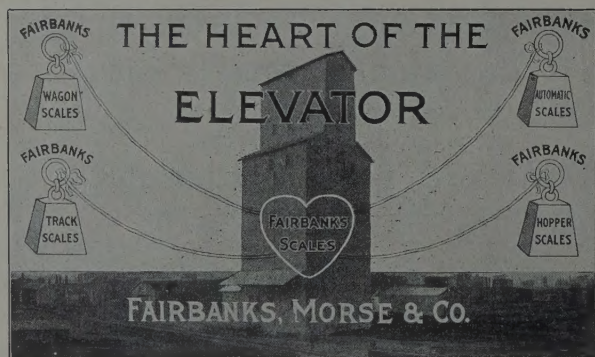
General Agents for Avery Automatic Scales for Iowa, Minnesota and the Dakotas. They are accurate, durable, simple.

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Send for Catalog No. 544SK.

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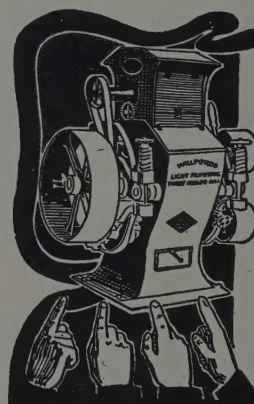
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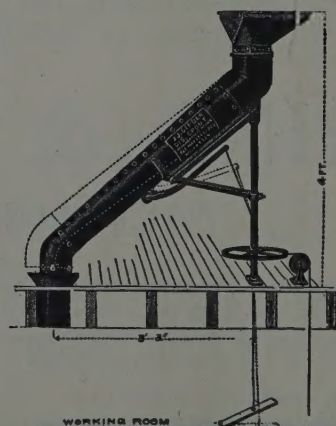
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- (1) It is Easy to Handle.
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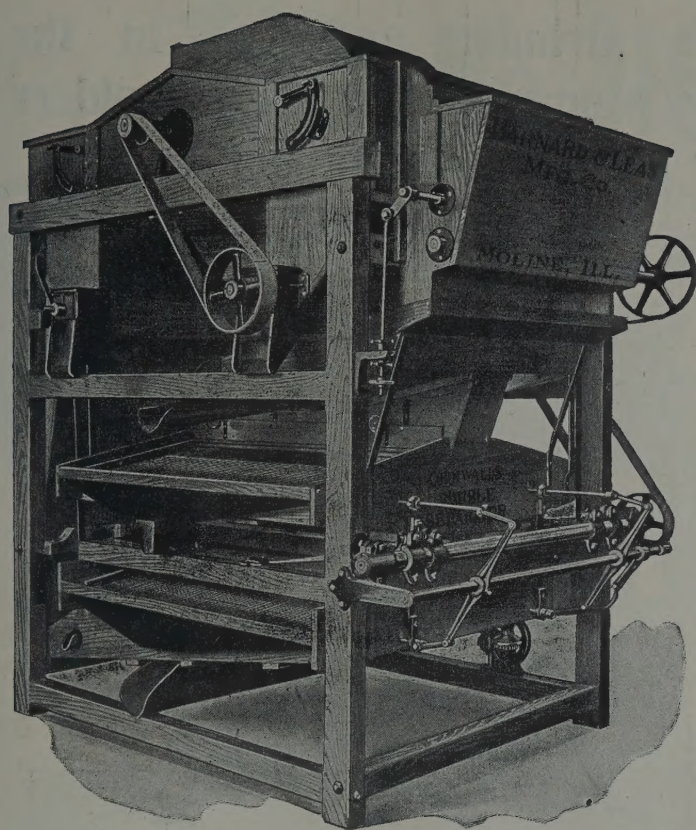
That is what you get when you buy the

**Gerber Improved No. 2 Distributing Spout**

Will prevent mixing of grain. Can be operated from working floor. I make a specialty of elevator and mill spouting. For particulars write

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## ALL KINDS OF Cleaners and Scourers

We make Separators for all kinds of grain, Corn Shellers and Cleaners of all kinds, Scourers and Oat Clippers, Aspirators, Grain Dryers of all capacities and Cereal Mill Outfits.

Also a complete line of Feed Mills, with standard and ball bearings.

Our Double Side Shake Separator is the latest in Separators.

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Mill Builders and Mill Furnishers, MOLINE, ILLINOIS

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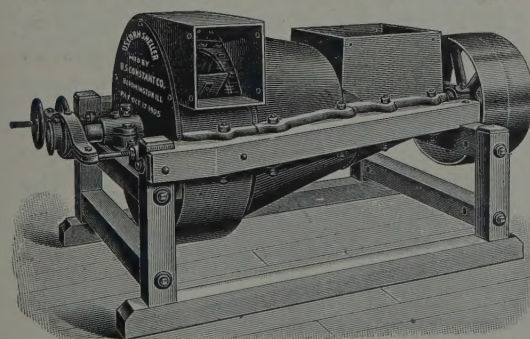
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IS ALWAYS READY TO SERVE YOU

It is a pleasure to go to the cupola as the Ball Bearings make it the easiest operated Manlift on the market. The Safety Catch makes it safe. It is quickly adjusted for different weight men and, best of all, the Fire Insurance Company write us they will give users a credit on rates. State distance between floors and receive our Net Price.

## The U. S. FAN DISCHARGE CORN SHELLER

has exclusive features which makes it the best of its kind.



For instance the QUICK REPAIR advantage makes it worth more money to you on a busy day than you realize. Only 30 minutes, or less, to renew a shell or other casting. Lock wheel Adjustment on all our Shellers. Takes up less space, is positive and can be operated while Sheller is full of corn and running.

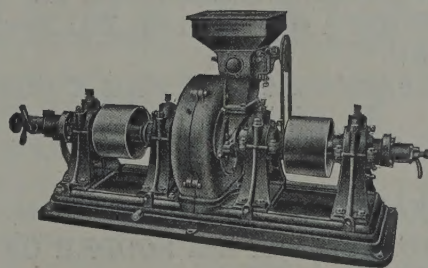
NO MORE SUPERFLUOUS CRACKED CORN.

Send us your specifications for lump price.

**B. S. CONSTANT CO.,** Bloomington, Ill.

Traveling Representative: N. A. GRABILL, Anderson, Ind.

## Scientific Feed Grinding



Will Build  
Up the  
Kind of a  
Trade  
That Pays

AND THAT'S WHAT THE

## Monarch Attrition Mill

will do for you. No makeshift, haphazard, skip one and carry two sort of work, but  
**Steady, Fast, Hard, Scientific Grinding.**

And we back it up with a guarantee that covers everything.

Ask for a copy of our Feed and Meal Milling Catalogue No.26

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Box 320, Muncy, Pa.

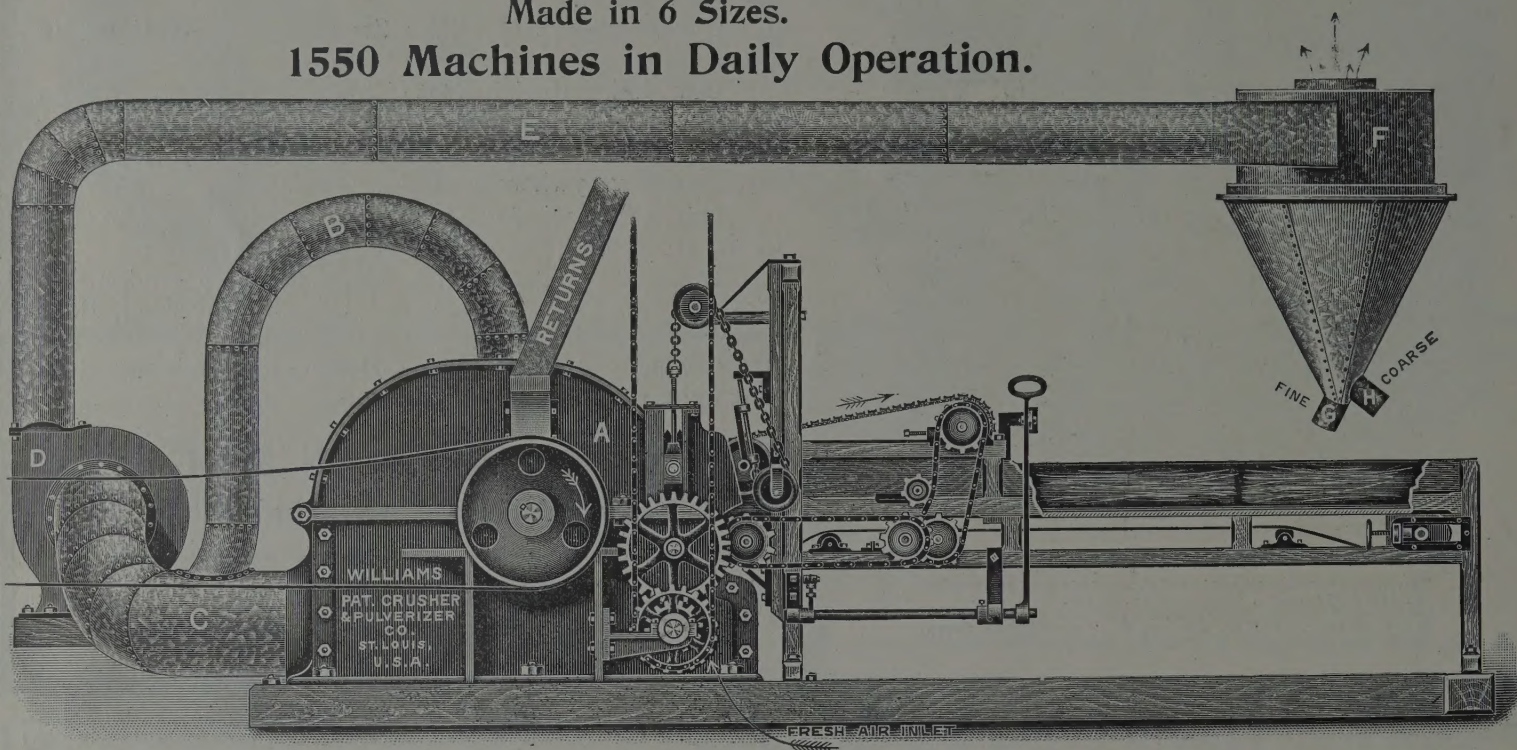


**SCRAP that troublesome Alfalfa Grinder and put in the WILLIAMS SYSTEM—Make Some Money for your Stockholders—GET RESULTS. You can only get such results from**

## **The Williams Patent Alfalfa Grinding System**

Made in 6 Sizes.

1550 Machines in Daily Operation.



### **THE ONLY VERSATILE FEED GRINDER EVER PRODUCED**

They will reduce EAR CORN with the HUSK on.  
They will reduce ALFALFA HAY from the BALE or from the STACKS.

They will reduce ALFALFA HAY and EAR CORN together.

They will reduce ALFALFA HAY and SHELLED CORN together.

They will reduce ALFALFA HAY and OATS together.

They will reduce ALFALFA HAY and FODDER OF ALL KINDS, with the CORN on.

They will reduce ALFALFA HAY and PEA VINES.

They will reduce EAR CORN ALONE or SHELLED CORN ALONE.

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They will reduce ALFALFA HAY and two other kinds of CEREALS at the same time, as each machine has three separate feeding places.

They will reduce ANY FORAGE material or CEREAL, together or separately.

They will reduce GREEN CORN from the field.

They will reduce CLOVER HAY, TIMOTHY or ANY KIND OF STRAW.

They are CUTTERS when desired, GRINDERS when desired and SHREDDERS when desired.

They are COB CRUSHERS when desired.

They will reduce COARSE OR FINE by changing cages.

They will reduce OAT HULLS, RICE HULLS, FLAX SHIVES or any other FOOD MATERIAL.

They produce two grades of goods AT THE SAME TIME, coarse or fine, BY OUR COMBINED SYSTEM OF COLLECTING AND SEPARATING.

They WILL GIVE DOUBLE THE CAPACITY FOR THE POWER EXPENDED AND COST FOR REPAIRS OF ANY KNOWN GRINDER ON EARTH.

We have a corps of competent milling engineers in the field making estimates and taking contracts for the installation of complete alfalfa meal plants, from the stump up.

For Further Information  
Write for BULLETIN No. 7

Write for Catalog of the Noxon  
Automatic Hay, Meal and All Around Feeder

Southwestern Representative: A. G. Olds, Care Manhattan Hotel, Wichita, Kan.  
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## **THE WILLIAMS PATENT CRUSHER & PULVERIZER COMPANY**

2701 North Broadway, ST. LOUIS, MO., U. S. A.



# No. 116 Clipper Cleaner



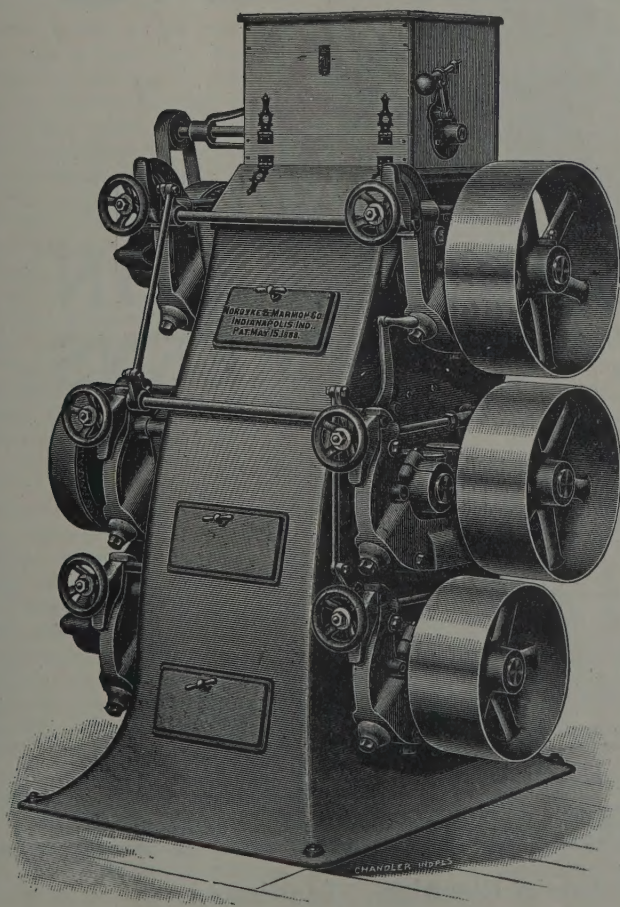
This machine has Traveling Brushes on the screens, special Air Controller, Settling Chamber and Dust Sack for taking care of the dust and light screenings; two stands of Pony elevators, sink hopper and bagger. The cleaner and elevators are driven from a counter shaft on the lower frame of the cleaner. All belting and pulleys furnished complete as shown in cut.

The seed is dumped into the sink hopper connected to elevator boot and carried up to the feed hopper of the cleaner. The cleaned seed discharges from side of cleaner into the opposite elevator boot and is elevated and sacked. This is all done on one floor.

This is a complete cleaning and elevating outfit, and is giving universal satisfaction. This machine has no equal for clover, timothy and all fine seeds.

Write for circular, giving cuts and full Description.

**A. T. FERRELL & CO.**  
SAGINAW - MICHIGAN



The N. & M. Co.

## THREE-PAIR-HIGH SIX-ROLLER MILL

The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

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### ELEVATOR SUPPLIES

We carry a complete stock of Heads and Boots, Elevator Buckets and other Elevator Supplies. All orders are given the very best of attention.

**Nordyke & Marmon Company**

America's Leading Flour Mill Builders

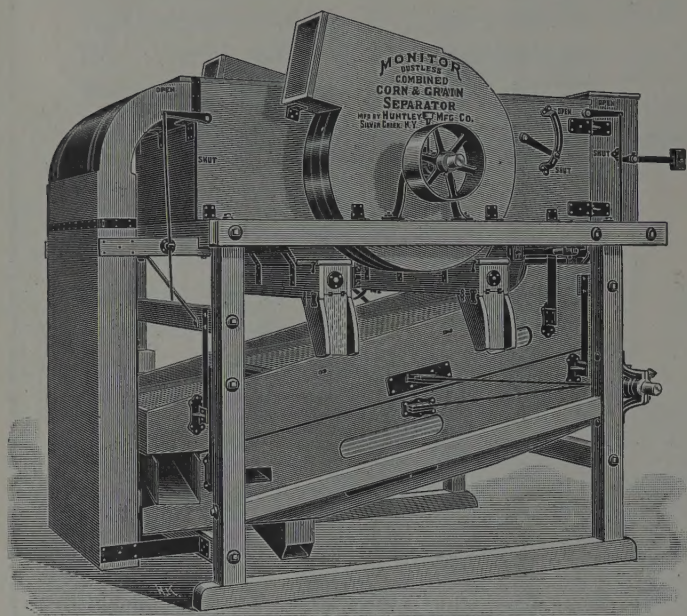
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INDIANAPOLIS, IND.

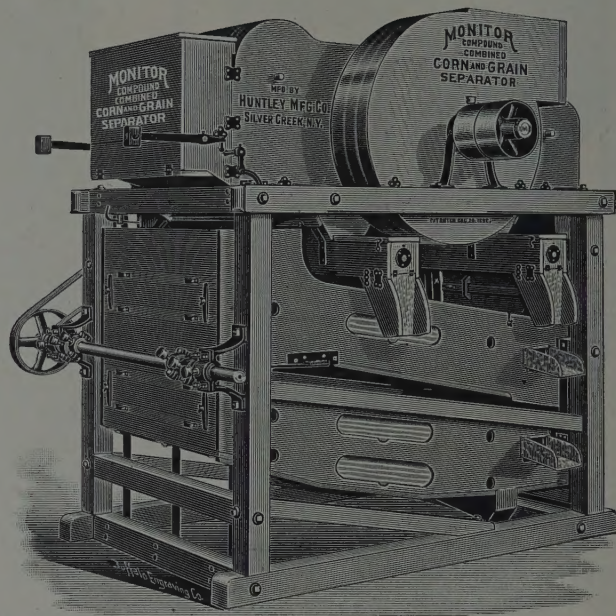


# COMBINED CLEANERS

## MONITORS



STYLE "A"



STYLE "B"

## SIMPLIFIED CLEANING

quicker service—the cleaning work conducted with greater ease. Less care, time and attention required for the many changes necessary where all kinds of grain are handled. These machines deliver these results. We originated the first "Combined" Cleaner sold in the United States. There are now hundreds of highly satisfied customers of the "Monitor Combined."

## CLEANS TWO KINDS OF GRAIN WITHOUT CHANGE OF SCREENS

The sieve cleaning outfit in these Monitors consists of two units—the ordinary type of elevator Cleaner has but one. On the standard type of elevator grain Cleaner, if a change from one kind of grain to another is desired, it is necessary to stop the machine, remove the screens and insert others. This is avoided on the "Monitor Combined." On the Monitor a change from one kind of grain to another is accomplished by shifting the feed distributing lever, directing the flow of grain to either of the two complete screen cleaning outfits while machine is in motion. Embodied in the "Monitor Combined" are a great many advantageous improvements for which Monitors are famous. They are all patent-protected—no other cleaner has them. We guarantee ease of regulation and absolutely accurate sieve and air separations on either coarse, medium or fine work.

**Huntley Manufacturing Co., Silver Creek, N. Y.**

The World's Largest Manufacturers of Grain Cleaning Machinery



# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXVIII.

CHICAGO, ILLINOIS, JUNE 15, 1910.

No. 12.

## INSPECTION KILLED IN WASHINGTON.

Four judges of the Supreme Court of Washington have concurred in the decision by Judge Chadwick in the suit of the Puget Sound Warehouse Company against the Northern Pacific Railway Company, appealed by the State Railway Commission which has jurisdiction over grain inspection, the opinion being that the inspection is invalid. This decision affirms the judgment of the Superior Court of Pierce County and practically destroys the law as amended by the legislature in 1909. The Commission will file a petition for a rehearing.

The case came up on the question whether or not a shipper has the right to consign grain to himself and thus avoid paying the inspection fee, when the grain is not to be stored in a public warehouse or offered for sale. The Supreme Court holds that the public has no interest at stake when a shipper consigns grain to himself, for the reason that the handling of grain is not in itself dangerous; grain is not perishable in that it easily becomes unfit for food; it is not explosive; does not carry or breed disease; does not incite a breach of the peace, or lower the moral standards or encourage crime, and, therefore, it does not come under the head of police regulation; and the act can not be sustained.

To get rid of the law the warehouses have only to buy their own grain, as was done in the case in question. The Warehouse Company purchased a carload of wheat at Crescent and billed it to Tacoma. The Northern Pacific Railroad refused to deliver it until the inspection fee, 75 cents, was paid. The Warehouse Company went into court and the Railroad Company set up the law as a defense, that it requires them to collect the fee before delivery. The Warehouse Company attacked the law and won the point, after which the Northern Pacific dropped out and the Railroad Commission took up the case.

The law was originally framed to protect the shipper at some distance removed from the warehouse whose weight and grade he was compelled to accept. Since the law went into effect the system of buying has changed. The farmer now gets his grade and pay before he delivers on the car, and after that it is no concern of his what happens to the wheat, or what grade or weight it may have upon arrival at Tacoma, Seattle, Spokane or any other point.

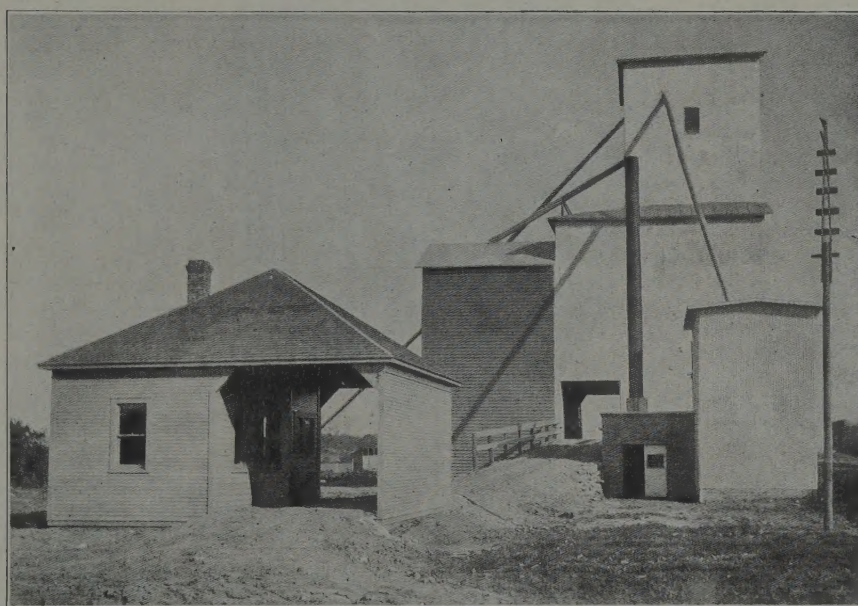
The Railroad Commission is of the opinion that the decision handed down knocks out all inspection, and for that reason the members will ask a rehearing and a modification, so that a limited inspection force may be maintained to protect the men who ship to the coast on their own account.

S. A. Forbes, state entomologist, passing on inquiries concerning insects in corn in Champaign and adjoining counties of Illinois, says the injury is due to the black-headed grass-maggot and the seed-corn maggot, both of which are particularly liable to infest seed-corn which has lain in the ground a

long time either dead and decaying, or softened and possibly sprouting, but delayed in growing. "Injuries by these insects are at present, I think, not so serious as they seem, the main damage being done by the weather," he says. "I have just had an assistant examine a field in Ford County, reported to me as being destroyed by these insects, but he finds that three times as much of the seed has simply died in consequence of the weather, uninjured by insects, as has been infested by these maggots."

## NEW YOUNG & WOODS ELEVATOR.

Some months ago the town of Bismarck, Ill., was visited by a fire that destroyed two elevators, one owned and both operated by Young & Woods of Bismarck. After considerable looking around, the owners named visited the elevator built for W. H. Current at Indianola, Ill., less than one year ago by the Burrell Engineering and Construction



NEW ELEVATOR OF YOUNG & WOODS AT BISMARCK, ILL.  
Designed and erected by the Burrell Engineering & Construction Co., Chicago.

Co. This elevator met with Young & Woods' approval to such an extent that they contracted with the Burrell Engineering and Construction Co. for the elevator, a reproduction of which is shown herewith.

The house has a capacity of 40,000 bushels of small grain and 20,000 bushels of ear corn. The power house is of brick, which encloses the steam plant. Both the boiler and engine were saved from the fire that destroyed the old elevator, and are here in use again.

The machinery equipment consists of two stands of legs fitted with 16x7 cups, one U. S. Improved Cup-discharge Sheller, one Western Rolling Screen Cleaner, one 2,000-bushel Richardson Automatic Scale, two B. S. Constant Chain Feeders and two Gerber Distributors.

This elevator is one of the most complete shelling and small grain elevators to be found anywhere. The owners deliberately spared no expense in putting up an elevator to do the work they wanted and the rapidity with which they wanted to handle the grain has been fully attained. The total expenditure upon the plant amounted to nearly \$12,000.

## [For the "American Elevator and Grain Trade."] RUSSIA AS A COMMERCIAL NATION.

BY JULIAN KUNE.

Having thus far faintly described Russia's serfdom, its present peasantry, and the former proprietors of these serfs, the Boyars, and the agricultural possibilities of that country, I will now say a few words about Russian commerce.

Russia, with its vast superficial area of 8,647,657 square miles, which includes all of Russia in Europe as well as in Asia, should show a much greater gain in her commerce since she emerged from semi-barbarism under Peter the Great; but owing to the despotic policy adopted immediately after the reign of that progressive monarch, the liberal spirit of commerce, instead of being encouraged and developed, was repressed by various tyrannical laws. When we consider that the area of the United States is now, excluding Alaska, less than half of that of Russia and her population but half of Russia's population, we can at once realize that it is not the vast extent of a country nor its large number of people that make a great nation, but the all-pervading spirit of freedom that incites the individuality of a nation to higher aims and action,—these invariably bring general prosperity.

### RUSSIAN SEAPORTS.

Russia has quite a number of seaports, and they show a formidable array of tonnage, both in entrances and clearances. The largest port of entrance and clearance is, strangely enough, Astrakhan, on the Volga River, about thirty miles from its efflux into the Caspian Sea, an inland salt water sea not connected with the ocean. Its large tonnage is due to the immense trade it gathers from the interior of Russia, Persia and India. It is a fishing station but has

quite a number of manufactures of cotton, silk and leather. Anciently it was the capital of a Tartar kingdom.

### ODESSA

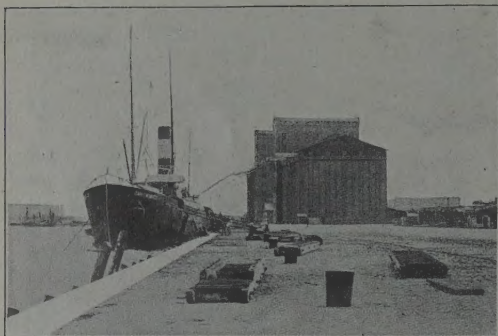
Is the next largest seaport in Russia; for although as to tonnage it stands second, it really is the largest export and import Russian seaport city. It is on the Black Sea. On account of its equable climate, it has earned the name of "the Russian Florence." On first beholding Odessa from the sea, it strongly reminds one of our own city, Chicago. There is but this difference,—while Odessa has two harbors which would do credit to any seashore city, Chicago has only an excuse for a harbor. The city, being built on a hill, has an abrupt declivity towards the sea, along which runs a magnificent boulevard, something like our Sheridan Road, or North Shore Drive. From this boulevard a grand staircase 200 feet wide, built of granite, runs down eighty feet to the harbor. Under these stairs are the busy thoroughfares, which keep up the communication between the upper part of the city and the harbor.

Odessa has two harbors, an outer and an inner one. The outer harbor is the larger and is for the ships engaged in the foreign trade; while the inner



harbor is designed for vessels engaged in the coasting trade. The Odessa harbor, however, notwithstanding the great expense incurred for its maintenance, is far from being a very safe one, its exposure to the prevailing strong south and southwest winds making it unsafe; and these winds cause the majority of the shipwrecks on the Black Sea.

Odessa may be classed as both a European as well as an Oriental city. The greater part of its trade is in the hands of non-Russians. Its stores are patterned after the French. Most of the merchandise is imported from England, France and Italy, as return cargoes of vessels engaged in the grain-carrying trade. The grain merchants of Odessa are mostly Jews, Greeks, Italians and Armenians. All the grain is still handled in bags, notwithstanding of late years great efforts have been made to



LOADING EXPORT WHEAT AT ODESSA.

erect elevators after the American pattern. Of recent years more native Russians have entered the trade. In the Odessa harbor may be seen ships flying the flags of almost every nation. The American flag may be seen only at rare intervals. There was a time, however, as the writer was informed while in Odessa, that the American flag was to be seen flying as frequently as that of any first-class nation.

Odessa boasts of a very fine monument erected to its founder, the Duke of Richlieu. He spent nearly all of his wealth in laying out the town in the beginning of the last century. In 1838 Odessa had about 50,000 inhabitants; sixteen years later it rose to over 100,000; and the last census gave it about 450,000. There is no doubt that it now numbers very close to a million of inhabitants. It is the main outlet for the inland provinces, having, Nikolaieff excepted, the only feasible harbor on the Black Sea.

NIKOLAIÉFF

Is an important seaport on a gulf of the Black Sea, about forty-two miles from the sea on the rivers Brig, Dnieper and the Irigal. It is the chief naval station on the Euxine for the Russian fleet. Before the Crimean War its chief industry consisted of the building of war vessels. Now its grain exports equal near those of Odessa. Its large storehouses and elevators are filled with grain gathered from the provinces of Khersonia, Poltava, Karkoff, Ekaterinoslav, Kieff and Podolia. It also exports largely lumber, skins, tallow and cattle.

ST. PETERSBURG

And Kronstadt may be considered under one head as two important seaports. All consignments made to either port are directed to St. Petersburg. Kronstadt's celebrity is due to its being the strongest naval station of Russia. During the Crimean War it was considered impregnable; the justly celebrated Russian military engineer, General Todleben, made it so. It lies only twenty miles west of St. Petersburg, of which it is the port of entrance for vessels drawing more than ten to fifteen feet of water, which are unable to enter the harbor of St. Petersburg, but cargoes must be unloaded and loaded in Kronstadt. The situation of Kronstadt, near the head of the gulf of Finland, is such that it has three harbors, one of which, the Merchant Harbor, can shelter over 1,000 ships, while the eastern harbor is for war vessels. It is able to harbor from thirty to fifty battleships and cruisers. The harbor of Kronstadt, as well as that of St. Petersburg, is closed during the winter months; a ship canal about six-

teen miles long connects now the two ports of Kronstadt and St. Petersburg.

The situation of St. Petersburg, the capital of the Russian Empire, is very picturesque; the great river Neva divides it into several parts. It compares favorably with other European capitals in its gaiety and luxurious style of living. The Russian nobility, who formerly spent all their surplus wealth in the capitals of neighboring nations, now flock periodically to St. Petersburg to relieve themselves of their surplus funds. It is surrounded by many pretty suburbs, like the Peterhof, a favorite residence of the Emperor. Tzarkow Selo (the "Village of the Czar") is another favorite residence of the Russian court. The great river Neva originates in Lake Ladoga, an inland lake of about 7,000 square miles in extent, which discharges its surplus waters through the Neva into the Gulf of Finland.

RIGA.

The foreign trade of Riga is next in importance to that of St. Petersburg and Odessa. It has a large export trade of flax, linseed and grain, more especially of oats. It is 335 miles distant from St. Petersburg on the River Duna on the Gulf of Riga.

Baku is also one of the principal ports on the west coast of the Caspian Sea. Its harbor is very spacious, but likely nearly all the Russian harbors it is closed during the winter months.

Theodosia, or Kaffa, is a seaport on the west coast of the Crimea. Formerly, before Odessa was founded, it was in a very flourishing condition, but it has lost its importance as a shipping point of grain since Odessa entered the field of shipping. Its present imports and exports are comparatively small.

The above described seaports of Russia are about all that deserve mentioning. Even these, as may be seen, are handicapped by the rigorous winter, that makes them entirely useless for all practical shipping purposes. Hence it is not to be wondered at that the "Northern Colossus," hemmed in as he was for centuries by ice, should make every effort possible to possess himself of a seaport further south and further east. Fortunately for the human race, he has been baffled in his attempts to attain both these ends.

### A CASE OF ARSON.

Kenmare, N. D., on April 26, had a \$60,000 fire, which destroyed the Farmers' Elevator with 5,000 bushels of grain, a cement works and some other buildings. It transpired on May 18 at Minot that the cause of the fystorious affair was an incendiary, the culprits being two young men who took this means of concealing a theft. One was C. H. Dahl, a 19-year old boy, son of the agent, and F. P. Hanson, a restaurant waiter, thirty years old.

Young Dahl had been left in charge of the elevator during his father's absence of several weeks, and according to his story he thought of a scheme for making some easy money and took Hanson into his confidence. It was their original plan to sell a few wagon loads of the grain and retain the money. Hanson, however, had bigger ideas of finance; a few wagon loads were not enough for him, and he proposed that they dispose of several carloads, and in order to cover up their tracks burn the elevator.

Thereupon two carloads of grain were shipped to a Minneapolis commission house, from which they received \$2,500, Hanson himself going to Minneapolis to get the money, \$1,800 of which he received in cash, the remainder payable to young Dahl at Kenmare. Dahl went to Minot, where he cashed the draft; but, unaccustomed to having that amount of money, he lent \$750 to a friend on a demand note. The friend purchased an auto, and when an investigation was started, a sufficient clue to warrant the arrest of Dahl was secured. Both Dahl and Hanson when confronted by the evidence confessed. Later they waived preliminary examination and Dahl was admitted to bail.

Arizona wheat began moving to market at Phoenix on May 24, when several sacks of barley were brought in and sold to the Mesa Milling Co. at 95c per cwt.

[For the "American Elevator and Grain Trade."]

### THE NEW DEPARTURE.

BY L. C. BREED.

As in the actual operation of public laws, and often also of rules of boards of trade, effects not foreseen by the framers of said laws and rules frequently arise which sometimes work hardships upon classes and individuals they were designed to benefit, the writer feels warranted in making some observations upon the new rule adopted by same boards of trade and under consideration by others, providing for the safe-guarding of transactions in cash grain and feed for future delivery.

While as a general proposition, the new rule is a good thing, and in view of the frequent defaults by both buyers and sellers of these staples for future delivery urgently called for, it is proper to endeavor to forecast the probable working of this new departure in actual operation.

In the first place, it will fail to work any considerable degree of benefit unless it is quite generally adopted by the leading exchanges and also at least as thoroughly put into effect by the members of these exchanges as is the case with transactions made in the pits.

In the second place, it is likely that if this rule is quite generally put in practice, it will handicap the small shipper and the small dealer, since every dollar thus taken from his working capital and for a longer or shorter period tied up would in just so far restrict his business. Already he has to provide for carrying stocks and his customers to some extent and he has considerable sums tied up in railroad claims. Besides every business man is obliged to have a balance to his credit at his banker's else how can he expect any financial accommodation?

The far-sighted large shipper will be likely to make a bid for business by placing on his quotations, letter-heads and invoices the legend that his company will upon request deposit in a bank or trust company an ample sum to protect customers buying grain and feed for future delivery, quite safely assuming that the known financial responsibility of the company would probably lead nearly all of them to waive this protection.

The writer once heard a large merchant remark that he wished all laws providing for the collections of debts were repealed, giving as his reason that, in that event, a man's honor and business ability being



THE ODESSA EXCHANGE.

the sole grounds for credit, it would lead to less loss from the abuse of credit than is now the case.

In this connection we read that Napoleon favored the introduction of a provision in the Code he was instrumental in giving to France, that unless a lawyer won his case, he should not be entitled to compensation, his object being the curtailment of litigation; but the attorneys succeeded in inducing him not to insist on this measure being made law.

Unfortunately, the new rule will not do away with litigation, as there is plenty of it in connection with option trading in which this rule is operative.

### FLOATING ELEVATORS.

The Montreal Harbor Commission has bought the seventeen floating elevators of the Montreal Grain Elevating Company which recently decided to go out of business, after a corporate existence of fifty-two years. These elevators were the exclusive transfer facilities of the port until 1905, and are still called for by the exigencies of the port but cannot



longer be profitably operated by private interests, the amount of grain handled by them having declined from 20,096,000 bus. in 1905 to 6,461,724 bus. in 1909, or from 96 to 23.86 per cent of the grain exported via Montreal. The Harbor Commission will operate the elevators in the future as long as their services are needed, the elevator charge being 0.6c per bushel.

### MANITOBA ELEVATOR COMMISSION.

The personnel of the Manitoba Government Grain Elevator Commission was announced on May 18. It is composed of D. W. McCuaig, president of the Grain Growers' Association, W. C. Graham, manager of the Farmers' Mutual Hail Insurance Company, and F. B. MacLennan, grain merchant. Mr. McCuaig will probably be chairman.

D. W. McCuaig was born at Dalkeith, Glengarry County, Ont., in 1855, and settled at the Portage Plains on May 27, 1877, where he took up a homestead twelve miles northwest of Portage la Prairie, where he still resides. In 1881 he became secretary-treasurer of the school district, and also secretary-treasurer of the Oakland Presbyterian Congregation. He has been a director of the Portage la Prairie Farmers' Mutual Fire Insurance Co. for twelve or thirteen years; was elected director and vice-president of the Manitoba Farmers' Mutual Hail Insurance Co. for the year 1900, and president the following year, holding the office ever since. At the provincial organization meeting of the Grain Growers' Association in 1903 he was elected a director, and again in 1904. In 1905 he was elected president and has held the office since, being elected by acclamation on every occasion but one. He was sent as one of a delegation by the association to Ottawa in 1903 asking for amendments in the Manitoba grain act, which were secured. He went to Ottawa again in 1906 when the delegation from the three provinces succeeded in getting a commission appointed to inquire into the grain trade. He was appointed to attend the Dominion Grange annual meeting in Toronto in November, 1908, to assist in forming a "Canadian Council of Agriculture," which will shortly be accomplished, and is now appointed on a delegation from the three western provinces to wait on the Minister of Trade and Commerce, Ottawa.

W. C. Graham has been for the past ten years manager of the Manitoba Farmers' Mutual Hail Insurance Co. He will be forty-nine years of age on his next birthday. He went west from Huron County over the old Dawson route in 1874. With his father and afterwards by himself he followed farming for several years, varying it with school teaching for two years, and with attendance at the University of Manitoba, from which he took his degree in 1889. For nearly three years, from February, 1892, until the close of 1895, he was secretary to the Patrons of Industry. In 1895 he went into the grain and milling business, first at Portage la Prairie and afterwards at Winnipeg. Five years later he became connected with the Hail Insurance Company and has since remained in that occupation. Mr. Graham is a skilled accountant in addition to being familiar with all phases of life in the West.

F. B. MacLennan was born in the county of Glengarry, Ont., on September 12, 1871. In 1850 he went to Manitoba and immediately entered into the grain business as weighing man for a grain company. From weighing man he was advanced to be superintendent of construction, and then a position in the business end of the company. In 1898, with his brother, William MacLennan, he entered the grain business for himself, and has continued in it throughout Manitoba until this appointment came when he retired from the firm. His firm was foremost in the agitation to allow the farmers to load right into the cars, and was the first firm to operate on the old Northern Pacific Railroad on the car lots plan. The business of the firm will be conducted as usual by his brothers.

The duties of the Commission, very briefly stated, are in the first place, in terms of the bill passed at the recent session of the legislature, will investigate the whole situation as regards the grain trade

in Manitoba, the relief required by the farmers in disposing of their grain, etc. The commission is empowered to inaugurate a system of government-owned elevators for the province and to negotiate with present owners of elevators for their purchase. Among the changes proposed in the grain trade will be the formation of a sample market in Winnipeg.

The Commissioners took the oath of office on May 25 and began work at once by announcing that they would receive communications touching their official duties. It is assumed that the Commission will proceed to develop their plan to take over the existing grain elevators in the province and operate them as government houses. Meantime, however, the first step will be to make a tour of the province to "find out the present situation."

### GEO. W. SHEPARD.

Geo. W. Shepard, who has become Toledo representative of E. W. Wagner & Co. of Chicago, is a native of Albany, N. Y., and as a boy was nurtured in the grain and flour trades. In his youth he became associated with his father and two brothers in the conduct of what was at the time one of the largest flour milling concerns in the "old York state,"



GEO. W. SHEPARD.

the firm operating for a part of the period three important mills, the largest of which was located at Waterford, N. Y. The Shepards were noted as the first millers east of the Rocky Mountains who ever ground California wheat. This grain was shipped by "wind-jammers" around the Horn and transferred at New York City into the firm's own canal boats and taken via the old Erie Canal to Waterford.

Geo. W. Shepard early in the '70s removed from New York to Milwaukee, where with one of his brothers he was prominent for several years in the grain commission business, being also a large shipper of grain on merchant milling and export orders. He was as well a large trader in grain for future delivery.

In those days as now Mr. Shepard maintained the commercial necessity of "futures" for the proper marketing of our country's enormous crops; transactions of this character enabling producers, country buyers and millers at all times to make the sales and purchases necessary to their business from the quotations of the various open markets of the country and to protect their accumulated holdings by sales for future delivery. There must of necessity always be a surplus of holdings of grain between the producer and the consumer—our so-called "visible" and invisible supply—and this surplus must before actual physical consumption always be disposed of and change ownership many times in the open market, and be accessible to all. Any legislation, therefore, like all the projected "anti-option" bills, confining this business as a result almost exclusively to the producer and consumer, and

taking away the right to contract it from all save the actual owner of the tangible property, would result only in disaster and would be class legislation of the most unfortunate type.

Mr. Shepard has been an active member of the Chicago Board of Trade, having held a membership in that body for sixteen years. For eight years he was member of the Minneapolis Chamber of Commerce; and it is nearly thirty years since he became a member of the Milwaukee Chamber of Commerce. He is now associated with E. W. Wagner & Co. as manager of their private wire office at Toledo.

### NATIONAL INSPECTION OPPOSED.

The Western exchanges having been notified by Rep. Mann that his committee on interstate commerce and foreign affairs would abandon the hearing on the proposed Federal grain-inspection bill, no representation was sent to Washington for May 20. The Philadelphia Commercial Exchange, however, was represented by President McKnight, Jas. L. King, H. D. Irwin and F. E. Marshall. A number of Baltimore dealers also were on hand.

The chief oral argument against the bill was made by President Jackson and Secretary Vincent of the Baltimore Chamber, the chief interrogator of the committee being Rep. Gronna of North Dakota. The brief by Philadelphia was prepared by James L. King, in which among other things it is said:

Inspectors are not provided for at such important ports as Galveston, Norfolk, Newport News, or Portland, Ore., all more or less important to export trade in grain. Assuredly, the bill does not provide for inspectors at Montreal or other Canadian ports through which American exporters now ship grain at times, and through which they will probably ship in much greater quantity if driven to do so by unwise legislation.

The point is that many other customs that do not require revision may be disturbed by the wholesale breaking up of the present inspection systems. The question naturally arises whether the good to be gained from an unwise reversal of the old order will compensate for the disadvantages and inequalities of a new system.

Since it is unlawful for the United States to regulate the transportation of business that is wholly interstate, and it is believed that fully 90 per cent of those engaged in the grain trade or production would be averse to Federal inspection, it is only fair to suggest that those engaged in interstate transactions in grain would continue to have their grain inspected by local officials and local inspection departments of the exchanges, and thus make two sets of officials to compete for the business which is now being done by one.

The principal objection that we feel to this legislation, with all due respect to its authors, is its usefulness. According to the evidence given by Mr. Gronna before this committee two years ago, his grievance was largely due to local conditions in his own section of the country, which we would suggest could be remedied without disturbing the whole country.

The vast sum of money which the Government would devote to experimentation might, with great propriety, be used to pay lecturers who could enlighten the Northwestern victims of the present system upon the grades of wheat, so that they need not sell their No. 1 as No. 2, and their No. 2 as No. 3 wheat.

Mr. King's brief took up the measure section by section, and set forth the objections to each part of the bill. He pointed out that the measure gave too great discretion to the Secretary of Agriculture, and might result greatly to the disadvantage of certain markets where the charges have been reduced to a minimum.

Grain dealers and farmers in Columbia County, Wash., have been facing the problem what to do with 1,000,000 bushels of grain stored in the warehouses at Dayton, Turner, Longs, Huntsville and Alto. The new crop will be in soon, but as yet there is no indication that the surplus grain will be moved. H. B. Ridgley, buyer for Corbett Brothers at Dayton, says that only 15,000,000 bushels were exported of a yield of 60,000,000 bushels harvested in Washington, Idaho and Oregon last year, and that up to the middle of May not a bushel has been shipped from Dayton. The crop in Columbia county amounted to 3,000,000 bushels in 1909.



## ILLINOIS GRAIN DEALERS' ASSOCIATION

The legislation of the seventeenth annual meeting of the Illinois Grain Dealers' Association, held at Decatur on June 7 and 8, was not considerable, and will be found to be covered by the resolutions; but it was a notable gathering in that the attendance was large enough to tax the city's hotels to their utmost capacity and in that the formal addresses were of a high order of merit and intrinsic value. The program, while not apparently formidable, proved in the event to be long enough to consume four full sessions and still was interesting enough to hold the members to the end.

No time was taken up with perfunctory opening



GEO. D. MONTELIUS, PRESIDENT.

speeches—it being assumed that the visitors were welcome in Decatur, which for the week was industriously receiving strangers of various organizations. President Montelius simply hammered to order the audience in G. A. R. Hall and proceeded at once to business. The reading of the minutes of the meeting of a year previous being dispensed with, on motion of W. L. Shellabarger, Treasurer H. I. Baldwin read his annual report, showing receipts of \$8,272.48 and expenditures of \$7,235.65, leaving \$1,036.83 in bank to the Association's credit. Gov. L. Y. Sherman's telegram was read announcing the death of his wife and his withdrawal from the program.

On motion of H. H. Newell, the chair was authorized to appoint the special committees.

The Secretary then read the following financial report, which he explained was his only report at this time, the activities of the year being covered by the President in his address, to be made later. The report, which was received and ordered filed, was as follows:

|  |            |          |
|--|------------|----------|
| Balance June 1st, 1909, in hands of treasurer.                             | \$1,742.48 |          |
| RECEIPTS.  |            |          |
| Received dues from members.....  | \$4,806.00 |          |
| Received fees from new members....   | 370.00     |          |
| Received fees from arbitration.....  | 150.00     |          |
| Received fees from advertising in the<br>Seventeenth Annual Directory..... | 1,204.00   | 6,530.00 |
| EXPENDITURES.  |            |          |
| Office supplies .....  | \$ 60.20   |          |
| Postage .....  | 259.68     |          |
| Stenographers .....  | 473.50     |          |
| Telephone, telegraph and express....                                       | 131.53     |          |
| Expense local divisions .....  | 93.34      |          |
| Printing account .....   | 123.16     |          |
| Dues to National Association.....  | 373.00     |          |
| Assistant Secretary .....  | 811.44     |          |
| Expense 16th Annual Convention.....  | 173.59     |          |
| Arbitration Board account .....  | 35.32      |          |
| Officers' expense .....  | 416.77     |          |
| Rent of office .....   | 100.00     |          |
| Salary of Secretary .....  | 2,400.00   |          |
| Traveling expense, Secretary.....  | 900.87     |          |
| Refunded arbitration .....   | 148.00     |          |
| National Council Commerce .....  | 100.00     |          |
| Expense publishing Seventeenth Annual<br>Directory .....                   | 635.45     | 7,235.65 |
| Balance in Treasurer's hands.....  | \$1,036.83 |          |

This report was followed by that of the finance committee acting as auditors, read by Victor Dewein, as follows:

We, the finance committee acting as auditors, have this day examined the books and accounts of S. W. Strong, secretary, of Pontiac, and H. I. Baldwin, treasurer, of Decatur, of the Illinois Grain Dealers' Association, and beg leave to make the following report:

We find that the books and accounts of both officers are carefully and plainly kept; that receipts for all moneys paid to the secretary and remitted to the treasurer are on file in the secretary's office and were exhibited to and examined by the committee.

We find that all moneys remitted by the secretary to the treasurer and receipted for by him were duly entered in his books of account, and that no payments were made by the treasurer except upon orders signed by the president and secretary; and the treasurer exhibited to the committee orders for all payments so drawn.

We find that the balance on June 1, 1909, in the treasurer's hands was \$1,742.48, and that after all receipts were credited and all orders paid charged there remains the sum of \$1,036.83 in the treasurer's hands to the credit of the Association.

We beg to commend the manner in which the books and accounts are kept, and recommend that the same system be continued. All payments made by members were duly credited to their accounts and the identical check forwarded to the treasurer, thus showing the member that his dues were sent directly to the treasury.

We find that whenever a remittance is made to the treasurer by the secretary a duplicate of such report is sent to the president, and that statements are made of the business done by the secretary to the president each month.

The committee had and examined copies of reports of remittances to the treasurer and copies of monthly reports made to the president and approve of the method, to the end that the president is fully aware at all times of the condition and extent of the financial balance of the Association.

The report was received and ordered filed.

On motion of H. H. Newell all resolutions to be offered by members were directed to be referred to the committee on resolutions without reading, all to be filed with the committee during the day and before night.

The chair announced the following committees:

*On Resolutions*—H. A. Hilmer of Freeport, Edwin Beggs of Ashland, J. W. Radford of Chicago, W. L. Shallabarger of Decatur, R. C. Baldwin of Bloomington, N. A. Mansfield of Niantic and E. M. Wayne of Delavan.

*On Finance*—F. L. Warner of Chenoa, Victor Dewein of Warrensburg and L. E. Slick of Bloomington.

*On Nominations*—H. H. Newell, chairman, Chicago; J. W. Probasco of Bloomington, H. E. Selby of Golden, Arthur Wood of Gibson City and James A. Connor of St. Louis.

After the making of various announcements a recess was taken until 1:30 p. m.

### SECOND SESSION—JUNE 7.

An hour late, as is the habit of conventions the world over, the second session was opened by President Montelius with his annual address, as follows:

The Illinois Grain Dealers' Association is at this time holding its seventeenth annual convention. That the organization fulfills the requirements for which it was created is shown by an increasing membership each year and an ever-growing interest on the part of the Grain Dealer in its welfare and support.

Its object is well known to you all; and its 645 members of country grain shippers, receivers, brokers and commission merchants, who represent eleven hundred grain shipping elevators in the state of Illinois and nearly every terminal market east of the Mississippi, are an earnest; that the Association is a live, virile force, ever exerting its influence for the benefit and betterment of the grain trade. Few appreciate the wide scope of its usefulness and work, the different avenues through which its efforts are exerted.

The Association extends a general supervision over every terminal market where its members do business; maintains a board of arbitration and a claims department; is a member of the National Industrial League, which League has to do with railroad rates and demurrage dues; and in every part where the interests of the grain trade are, there the officers of the Association exert their influence.

The arbitration department in the past year has had 78 complaints filed and all have been satisfactorily adjusted. The cost is only a fee to cover the necessary expense of the committee. What would have been the cost if these cases had been sued through the courts? It is needless to say it would have been thousands of dollars—possibly more than the entire gross cost of the Association for one year.

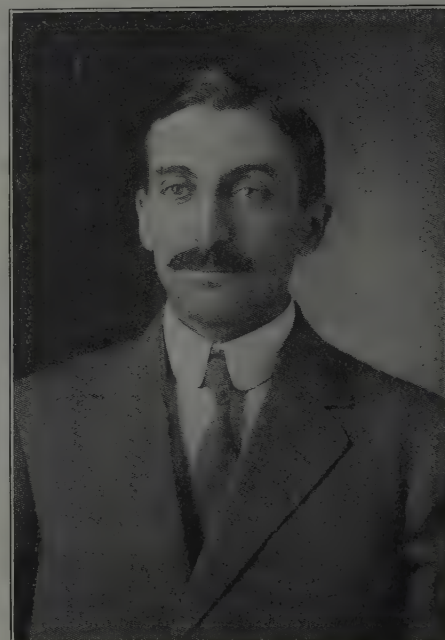
The claims department, inaugurated January, 1910, has received from members 195 claims, of which 45

have been settled, 7 rejected and the balance pending a settlement. There has been a definite arrangement made with three of the railroads of the state for the settlement of claims: The Chicago and Alton, the Chicago, Rock Island & Pacific, and the Wabash, as follows: First. There will be no claim filed with us for less than \$3; second, on claims in excess of \$3, where the record of handling seems perfect, the members of your Association will make the usual allowance; one-fourth of one per cent on corn and one-eighth of one per cent on wheat, oats and other small grain; third, where claims exceed \$3 and there is evidence of leakage, they will pay without the railroad company asking for the deduction. On this basis claims are being adjusted daily with these roads. I cannot too strongly urge the members to file their claims through the claims department, and to file a claim for every loss of \$3 or over. The secretary will furnish blanks if you will write to him for them. Every grain dealer in the state who can show what amount of grain was put into the car, in case of loss, can recover the value from the railroad.

I am greatly pleased to announce that, beginning the first of this month (June), New Orleans discontinued the practice of dockage on grain. Baltimore stopped docking March 1st last. Now there is not a market east of the Mississippi River where there is dockage. A committee from the Association visited Baltimore and New Orleans last November, urging and insisting upon the discontinuance of dockage, and the result was entirely successful.

In the matter of double weighing charges at East St. Louis, about which you have complained for some years, I can report that on February 8, 1910, a committee from your Association met a committee from the Merchants' Exchange of St. Louis in a hearing before the Railroad and Warehouse Commission, in Springfield, asking that the Commission withdraw from weighing at East St. Louis, as they did not weigh at any other place in the state, and thereby relieve the trade from the unnecessary double fee for weighing at that place. After a full and satisfactory hearing, the Commission took the question under advisement and have not yet made any decision upon the complaint.

The nearly general adoption of the Uniform Grade Rules of the inspection by the markets has resulted in much satisfactory work to the trade, with few exceptions, where members of a market seemed for a time to be unable to agree, and which condition of disagreement caused dissatisfaction and also loss to the country, and which for a time caused some shippers to consider if Federal inspection should not be invoked. There is wide difference of opinion among the members as to the wisdom of Federal inspection of interstate grain. Some wish it; others oppose it; but by far the greater number do not



HENRY A. HILMER, VICE-PRESIDENT.

know what would be the result; and, therefore, are slow to take sides in the matter. If the terminal markets of the country will see to it that there is fair and impartial inspection and weighing of grain, both of what is received at the market and also of what is shipped out of the market, the question will be solved and Federal aid not needed. On the other hand, if the markets of the country do not deal fairly by the shipper, then the only recourse for protection will necessarily be Federal control.

There have been introduced into the Congress at different times bills to prohibit dealing in futures of grain, cotton and other important agricultural products; and the exchanges have been criticised for their methods, it being charged that through their practices a spirit of gambling was fostered and encouraged throughout the country. Boards of trade have discouraged any such practice and recently by rule and otherwise have taken action to check and preclude such influences to be created from the boards' action; and I cannot desist at this time to utter a word of warning in this respect. One line of business that is taken up by some of the members of the Board of Trade and which is



doing more to turn the public against future trading in grain and damping the board of trades is the establishing of private wire offices in the country towns. In order to make it pay, and I have my doubts if it does, they induce the farmers and young men working by the month to trade on the Board. We all have seen many a sad ending resulting from this line of business; and I would recommend that the boards of trade take some action to stop this line of business. The boards of trade must make good their promises to the public through the Congress, else the people will prohibit future dealings and much harm thereby be done to the grain trade, as I cannot see how a successful grain business can be conducted without the ability to hedge by the dealer.

People do not understand the workings and principles of the boards of trade. Many cannot see the difference between the bucket-shop and the board of trade with the private wire office in the country towns. The article written by John C. F. Marrill, Vice-President, Board of Trade, Chicago, is the best and fullest explanation of the principles of the ex-



S. W. STRONG, SECRETARY.

change that I have ever read. It should be circulated in every city and town in the farming country, so that the people may read for what the Board of Trade stands.

There are at this time, and have been for the past year, most of the time, very friendly relations existing between the country shippers of Illinois and dealers in the terminal markets. I think all or very nearly all of the markets, where the members of this Association do business, were visited at some time during the year by a committee from this organization, and I am quite assured in my own mind that such visits result in harmony and great benefit to the trade generally in fostering a fraternal feeling and spirit between dealers in the same trade through different lines, which induce square dealing one with another.

Last February there was great complaint among the shippers relative to the moisture test as applied to corn and the resultant discounts for corn which off-graded; and a meeting was called before the Railroad and Warehouse Commission in Chicago on February 24, last, at which meeting, and a subsequent joint meeting of a committee from this Association and the grain committee of the Board of Trade, the whole matter was most thoroughly discussed and debated. As no final agreement was arrived at, the entire matter was left with the Railroad and Warehouse Commission for their subsequent consideration.

Grain should be sold on its merits, and I am in favor of moisture test when it can be taken accurately; but the way it was taken in some markets this winter is unjust and should not be allowed. Three tests were taken on some cars, out of the same sample, with a variation of 1.40 to 1.60%. Any fair-minded man that knows anything about corn can guess that near as to the moisture. Either educate the men better, who operate these machines, or give us a machine that there can be no mistake in getting the moisture. The matter of buying corn with relation to moisture therein is most important, and Hon. J. H. Shanahan of Washington, D. C., has been asked to address the convention upon that subject. There is no better posted individual upon this question; and I earnestly urge every dealer to give careful attention to the discussion at this time.

Your attention is called to the work of crop experiment as conducted by the state University. The secretary of this Association is, and has been for a number of years, a member of the crops experiment committee of the advisory board of the College of Agriculture of the state University. This is a work in which every grain dealer of Illinois is personally and particularly and greatly interested. Dr. Hopkins of the University will address you during the convention upon this subject.

The trade was greatly hampered and inconvenienced and suffered great losses during the past winter, on account of inadequate service by the railroads, both in furnishing cars and in the delivering

of cars to market. The matter should be thoroughly discussed by the members and action taken by resolution or otherwise to the end that the carriers of the state be advised of the condition of the trade last winter in the hope that more care be taken by the carriers during the summer to prepare for the winter movement. The Association has repeatedly urged upon the carriers the adoption of steel cars for the handling of grain, and some manufacturers, I am informed have built, or are building, steel grain cars. The resolution should again be pressed by the Association.

The crop reports given out by our secretary of the growing crop and the amount of the different grains back in the hands of the producer is very valuable information to the grain trade. These reports are made up from the information he gets of the grain dealers and from his travels over the state himself. When he writes you for any information I urge you to respond to his call.

A committee from this Association attended the shippers' conference May 17 last, to lend a helping hand in the fight against the proposed increased rate of freight. The proposed increase did not affect the grain trade directly, but we felt that should the railroads be successful in this step, the grain rate would be the next movement for an increase. It took the united force of the shipping associations to meet with the success that was met in this case.

The National Industrial Traffic League deserves a great deal of credit for the work they have done the past year. It is through their effort that Bill H. R. 25335, relating to the order bill of lading, was introduced in Congress. Some resolution should be passed in this convention recommending the passage of this bill at this session and sent to the members of Congress in both branches, urging them to vote in favor of the same.

I trust that I have been able to make clear, in some measure at least, the purpose of our organization; and I will say in conclusion that we are being confronted by conditions such as we have never encountered before. I quote from a business man of National reputation, who took occasion to make this statement: "At the end of the third bumper crop, the world's products are bringing higher prices than were ever known before." The grain growers of the United States must feed the armies, the navies and the mines of the world. The hands employed in all industries in every clime are be-coming to us for bread. We ask at the hands of our Government a plan of reciprocity that will open to us the markets of the world in a way that will furnish a square deal to all. We are ready to cherish and foster all special efforts looking toward improved methods of agriculture. We should not only conserve the fertility of our rich prairies, but by improved methods we must increase the yield in order to supply the growing demand. After our crops are raised, we demand the widest and freest opportunity to make legitimate sales to all who may wish to buy.

In short, our Association is willing to assist in all industrial enterprises that are operated along the avenues of honesty and square dealing, having for their purpose the upbuilding of the interests of our homes, our State and our Nation.

The second session was somewhat disarranged by the absence of Gov. Sherman, who had intended to make an address on "The Progressive Law of Combinations;" and some of the speakers due at the following morning session were called on.

#### CONTRACTS AND TRADE RULES.

C. C. Miles of Peoria thereupon made an informal talk on "Carefulness in Making and Confirming Contracts." Grain merchants operating at the terminal markets perhaps best appreciate the necessity of carefulness; for the speaker's own experience as a receiver and as a member of arbitration committees had taught him that there is an unfortunate lack of carefulness both in the making and in the confirming of contracts. Each party to every contract ought to execute a written statement of the terms of the contract at the time one is entered into. Yet shippers rarely confirm contracts; and when a controversy arises very little really can be ascertained of the true intention of the parties.

Confirmations are the more necessary because the rules of terminal markets are far from uniform. The actual time of delivery, even when the number of days allowed is definitely named, is quite uncertain, since, say in a ten-day contract, some markets count Sundays and holidays and some do not; some include the day the contract is made and some do not, and so on. So every dealer, to act intelligently and in a business-like way, must know what are the rules in every market to which he has contracted to ship grain; and as the rules are different in some respects in nearly every market in the country, exact knowledge of the rules is by no means easy. The differences may not be very great but they vary enough to "fuss" the parties.

Then, there are the variations of the rule in regard to settlement of differences—the surplus or the shortage. One market may apply all surpluses, or the reverse, and settle on the basis of the contract status at its completion; others settle when

the grain is weighed; others settle on the basis of the price bid; others use the value of the grain on the day it is weighed, and so on.

These things, "and then some," the shippers ought to understand perfectly; but few do. What is the remedy for this chaos of rules?

Mr. Miles thinks the Trade Rules of the National Association are so clear that there need be no disagreements over contracts made to conform thereto; and as a remedy for the uncertainties referred to, he thought the grain trade should demand the use of those Rules by all terminal market trade organizations or exchanges. The present system is bad, since it rather invites misunderstandings. The rules, or contract conditions, should be everywhere the same—uniform like the Grade Rules. Were the Trade Rules in force everywhere in the country the same, the number of misunderstandings would be reduced to a minimum.

W. L. Shellabarger approved the use of the Trade Rules but thought they needed revision—as they now stand, they protect the receiver and the shipper in about the proportion of 4 to 1. The rules should be uniform and within the comprehension of all; but the National Trade Rules should be revised in the interests of the shipper. As to the present chaos, he believed not a single shipper present could state accurately what are the rules in half a dozen different markets.

A. G. Tyng of Peoria, president of the National Association, said the trade is using the National Trade Rules to some extent. If Illinois wants those Rules revised, this Association should recommend the changes desired to the National body at the Chicago meeting in October.

The subject was dropped on the reading of a resolution on the Rules, referred to the resolutions committee and subsequently adopted by the convention. [See resolutions as adopted, below.]

#### LOSS FROM DELAYS IN TRANSIT.

E. M. Wayne spoke informally on "Filing Claims for Grain Delayed in Transit." Mr. Wayne compared the practice of railroads in their treatment of claims for losses on grain and live stock. If live stock is delayed in transit and arrives on a falling market, the roads make no objection to paying the loss the shipper has thereby suffered. Now, grain



H. I. BALDWIN, TREASURER.

also is subject to arrival after delay on a falling market; and therefore it occurred to the speaker that there should be a rule or law requiring the carrier to move grain as fast at least as a certain specified minimum number of miles per day; and if grain is not so rapidly moved and loss results from the delay, the grain shipper should be reimbursed for that loss. Why should not live stock and grain stand on the same footing in this respect? This view of the subject Mr. Wayne confessed was new to him.

C. H. Feltman of Peoria said the railways classify live stock as perishable freight, but grain is not so considered; and the status of claims for loss by delay in transit is modified in consequence. He did not know of any law in Illinois requiring cars to be moved a given minimum number of miles each day.

Secretary Strong said the Association's claim department has collected for a loss caused by delay; if



it can be clearly shown that the loss resulted from the carrier's negligence, the claim will be paid—there is no doubt of it.

C. A. Legg of the Chicago Board of Trade's legal department said the law says in substance that grain shall be moved with "reasonable" dispatch; and what is "reasonable" depends somewhat on circumstances. The Commerce Commission has found that freight cars are not moved on an average over thirteen miles per day, and the Commission has taken up the matter in the hope that a standard requirement may be made by law.

Geo. W. Cole finds that claims resulting from de-

The inspiration to the establishment of crop reporting by the State Board of Agriculture in Illinois was a desire to benefit the farming community and advance the material interests of the state. It may have at one time served this purpose, but for many years past it has outlived its usefulness. If once a benefit, it is now an injury to the state, or the people who accept its statistics of production. The service is based on the theory that township assessors are diligent and thorough in their work; and that the farmers correctly report their crops. The assessors are directed by a mechanical, not a moral, sense; they turn in the schedules without notation, and accept them without remonstrance. The schedules are not respected by either the assessors or the assessed, and the compilation of them at Springfield is not respected by the people who are supposed to profit by them.

The Illinois acreage reports are worthless; and I say this without intending to reflect upon Mr. Dickirson, the secretary of the State Board of Agriculture, or the hundreds of excellent gentlemen who report to him from their sections. In fact, the only valuable service the reporting department furnishes is the monthly condition percentages which originate with the local correspondents. If Mr. Dickirson had his way; if he was permitted to rely solely upon his correspondents, the Illinois service would be the best in the country. The fault in our crop service is taking the returns of the assessors on acreage and yields. Under this system, Illinois has been declining in reported acreage of all her products. The crop reporting bureau of the Agricultural Department at Washington has been increasing the acreage. The service of the national Government is not accurate, but it is accepted the world over as official. Its acreage is corrected on the decennial census, and in the interim fluctuates on the average estimates of observers as to increased or decreased acreage of each reported crop from the previous year. The actual returns of assessors by the states, if reliable and conscientiously made, permits of interim adjustments by the Washington bureau, though I regret to say that tardy recognition of the able service of the Kansas department was made by the Washington people. In Illinois many correspondents report for both institutions, and we know that they would build up a good service for the state if the annual returns of the assessors were not counteracting their work.

It is only by comparison that we see the gross injustice of our state system. In the census year of 1899, the state reported 1,214,000 acres in wheat; the Agricultural Bureau 50,000 acres more; the census returned 612,000 acres more than the state. In 1902, the Washington authorities revised the acreage in accordance with the census returns; the state reports were lifted to a like level that year. Since 1902, the state wheat acreage declined 675,000; the bureau's acreage steadily increased. The state reported 1,175,000 acres seeded to wheat last fall, the bureau 2,300,000 acres, or twice as much.

In 1899, the state corn acreage was 6,941,000; the Bureau was 75,000 less; the census returned 10,266,000 acres. The Bureau's adjustment in 1902 was 600,000 acres less than the census; the state, that year, 1,500,000 less. Last year, the state returned 7,289,000 acres in corn, and the Bureau 10,300,000, a difference of 45 per cent, the Government yield being 104,000,000 bushels more.

In the census year, the state showed 3,653,000 acres of oats; the Bureau 650,000 less; the census returned 925,000 more than the state. Last year, the state with 2,760,000 acres was 1,580,000 under the Bureau.

Measuring the production of Illinois agricultural operations by our state reports, we have reached the condition of the New England States. Our assessment system has branded us with the mark of decadency; it has dimmed the glory of our productivity, and in it we read the story of abandoned farm lands. It is fortunate that we have the Washington Bureau to contradict our assessment returns. Our soil retains its great fertility; there are no abandoned acres; and, in the facts, on the face of the state reports we read of the inefficiency of the assessors and the perversity of the assessed.

If the losses were confined to the grain products of the state, we might assume that increasing population had changed the character of our farming; that truck gardening, dairying, cattle raising had displaced the grains; but the assessor's returns debar us from such assumption. Through the entire list of farm products, we find the same decline. We have lost a fifth of the hay acreage in ten years; the same in potatoes; we raise but 20 per cent broom corn, but here the carpet sweeper and air cleaner have helmed the assessor to knock off acreage. We raise but one-third the sorghum; probably glucose has run the old sweetening out of the kitchen, and sweetened the bitterness of the assessor's declining returns. Our pasture lands contracted 20 per cent. Our orchards have almost passed away, and there may be more blame attached to a series of unseasonable weather than to the failure to enter on schedules. Fortunately, we have doubled the turnip acreage and held our own in castor beans.

The total acreage reported by the state last year was 17,200,000, a loss of 2,360,000, or 17 per cent since 1889. The national Bureau, on grains, hay and potato acreage, gave an increase of 6,291,000, or 46 per cent in the same period. If we take the products measured by bushels, on which both the state and the national Government report, we find the state lost 6 per cent in acreage, 9 per cent in yield, and gained 88 per cent in value of products since 1889.

The Bureau at Washington, on the same products, increased 43 per cent in acreage, 40 per cent in yield, and 176 per cent, or twice as much, in valuation. Both departments valued the grain and potato output of the state around \$108,000,000 in 1889; last year the state's valuation was \$202,000,000; the Government's valuation, \$296,000,000.

Examining the returns on the taxable products of

the Illinois farmer, we cannot resist the conclusion that he is as adept in tax dodging as the "prominent citizen" and "remorseless corporation." The number of farm animals in 1889 was returned by the assessors at 6,950,000 head; last year at 5,090,000 head, a loss of 27 per cent. The national Bureau, reporting 6,444,000 in 1889, had increased to 8,448,000, or 33 per cent, the total being 65 per cent greater than the state figures. The assessors lost 70,000 milch cows in ten years; the Government reports increased the number 400,000. The state acknowledges to 60,000 more horses than ten years previous, thus displaying man's affection for his noblest servant among the brutes, but the reporters for Washington say we have 670,000 more, and I guess they are nearer right.

If we keep on with this wretched state system of crop reporting, there will be nothing left to report about at all, in a few years,—in the tax schedules. The Secretary of the State Board is now planning to get actual results, and he should be supported by the members of the Board, even to the extent of throwing out the assessment returns, if they cannot be improved upon. The theory of our crop returns is a good one, but the trouble is the searching character of the schedules. Some economist, who had a curiosity to know what a farmer made, drew up the assessment law. In addition to acreage, yield and prices of products, our farmers are asked to give the cost of production, the net profits or losses on forty farm products. To comply honestly with the assessment, an Illinois farmer would have to open a set of books on every field he owned, or every kind of stuff he raised. He knows, at the end of the year, what he made on his farm, and, like a good American citizen, he resents telling the assessor or any one else; and when it comes to filling out the farm schedule, with its impudent questions that he cannot answer in detail, he simply makes a pretense of doing it. His objection to revealing the details of his farm business is the same objection that people, with any reasonable or important income, have to an income tax; that corporations have to the present national law. It is not the tax, it is the prying into personal affairs that is objectionable. Until our own schedules enumerate all of the automobiles, carriages, gold watches, pianos and sewing machines, we have no right to complain at Illinois farmers for not enumerating all their farm animals.

The farmer will report his acreage, yield and prices of grains and produce, if the inquiries are restricted to those items. He will take as much pride in exploiting the wonderful productiveness of his state as the farmers of Ohio, Iowa, Missouri, Nebraska, Kansas, Oklahoma, South Dakota and North Dakota, the states in which we find crop returns with the appearance of accuracy. It is an injustice and a shame to make a repugnant farm schedule the basis of a crop reporting service. Make a reasonable request of the farmer as to his crops. This feature of the law can be changed, we could possibly not change the animal schedules, as that falls under the personal taxation law. I believe a little effort on the part of the directors of this Association would bring about the needed reform in Illinois crop reporting, as the initiative has already been taken by the State Board of Agriculture through its able secretary.

Mr. Goodman added that Secretary Dickirson is anxious to do something to correct this condition of things; and he recommended the passage of a resolution that would hold up the Secretary's hands before the legislature. [See resolutions below as adopted.]

S. S. TANNER RETURNS.

S. S. Tanner of Minier was introduced to the convention as a man who was once one of the main-



E. H. YOUNG, P. H. SHIFFLIN, W. M. HIRSCHHEY.

stays of the Association. Mr. Tanner is no longer a member of the grain trade, and, therefore, as he said, when he came to speak, he could not, he regretted, say "Fellow grain dealers"; but as a former member for many years and as a former president, he recalled some of the ancient history of the Association and named, with feeling regret that they were gone, many of the men who once directed its affairs. He wondered if they could look down upon their successors assembled here in old G. A. R. Hall and remember that in their days as now there was no more sociable people on earth than the grain dealers.

In those early days, back in the '80s and early



WM. CHRISTIE AND H. R. SAWYER.

lays in transit are not paid on grain. He had a case where a car was delayed ten days by a broken axle, but his loss caused by that delay was not made good, although the proofs were absolute. In another case the loss on one of two cars shipped on the same B/L, delayed for repairs, was 14c a bushel, but it was not paid. Nevertheless Mr. Cole was willing to concede to the carriers a desire on general principles to handle their cars as quickly as possible. However, this question of loss by delay should be kept in the foreground.

An Auburn member said he had had a loss by four days' delay, the price having declined meanwhile. The claim was ignored until he gave his attorney directions to sue, then it was promptly paid. In another case the agent mis-routed a consignment, causing an overcharge of \$20 in the freight bill; this claim will be paid soon, after a delay of about a year.

Mr. Shellabarger credited the carriers with a disposition to pay claims for which they are legally liable; but they will "sidestep" when they can; and, besides, many claims filed are essentially spurious. Shippers who suffer from delay should "keep tab" on the time it takes to move grain between certain points in which they are interested, which would enable them to establish a claim for delay when delay has occurred; for when loss by delay is clearly established the carrier will pay.

#### APROPOS THE STATE CROP REPORT.

P. S. Goodman of Chicago introduced the following paper by a brief allusion to the apparent discrepancies between the reports of the State Board of Agriculture and the Department of Agriculture. The paper is Mr. Goodman's explanation for that unfortunate condition. He said:



'90s, the great problems were to make the railroads furnish grain doors and to get competitors to treat each other like human beings if not as gentlemen. All over the state it was the rule—the duty—of grain men to kill their competitors. In 1887 came the first arbitration between grain dealers, and in course of time harmony among them became the rule; but it took years to bring about the happy relationship. In those old days, too, the farmers were more dependent on grain dealers than now, and there were no "co-operators"; but as soon as the farmer became to a degree independent and wealthy, he forgot all those earlier benefits, forgot his old

per will be found in full in other columns of this number.]

In reply to a question, Mr. Shanahan said the charge for drying is that made at Baltimore, which is confessedly too low; but that market has been using the drier to attract corn that way. However, the charge has paid the expense of the drier there. Usually corn is not dried there unless it arrives out of condition, and the condition of dried corn is such that the tendency after drying is to get out of condition more quickly than if not dried.

#### APROPOS THE DRIER.

Dr. J. W. T. Duvel, of the standardization laboratory and inventor of the moisture tester, was present and answered certain questions asked by Mr. Montelius as to the discrepancy between the percentage of moisture taken out of corn and the loss of weight of the grain by the process. This one is answered in detail in B. P. I. Circular 32, issued July 6, 1909, and reprinted in full with tables in these columns in the August number, 1909.

Dr. Duvel, as to the moisture tester, said there should be no great variation in its work. It is an accurate tester, and for all purposes is the most accurate that can be referred to. It will test closer than any other apparatus used in any chemical laboratory or any system of testing that uses ground grain, or meat, except, perhaps, in the case of grain with very low moisture content. This has been amply demonstrated by the work of the laboratory of the Corn Products Company.

Mr. Shellabarger—"But will the tables in Mr. Shanahan's paper enable shippers to arrive at the proportion of discount a shipper should stand when his corn tests a fraction of 1 per cent in excess of the, say, 19 per cent allowed in No. 3 Corn?"

Mr. Shanahan—"They can be used as a basis; but the market conditions at the time, in the last analysis, will of course determine the discount actually taken."

In reply to the assertion that in Chicago last winter there were many variations in the tests of the same samples of corn, Dr. Duvel said that when the variations were marked they were probably due to improper use of the tester. It must be used carefully and honestly, since the machine can be put out of condition by trivial carelessness or it can very easily be manipulated to give false results. For example:

(1) The weighing of a sample must be absolutely accurate and the scale must be kept in perfect condition.

(2) The position of the thermometer in the oil flask must be exact and the adjustment accurate. The heat should be turned off at exactly 194°—no more, no less, or inaccuracy will result.

(3) The thermometer itself must be a reliable one, and even the best sometimes get out of order by careless usage.

(4) The machine itself must be bought only of the most reliable makers. The department has knowledge of machines rejected by its agents being afterwards sold to dealers who relied on the good faith of the makers to deliver only the best tester.

(5) The wire gauge between the gas flame and the tester flask must be intact. It is there for a purpose, and when it is burned out, or defective, accurate results cannot be obtained. The flask must be at  $\frac{3}{4}$ -in. above the gauge.

(6) The flasks must be taken care of. Some moisture will adhere to the flask. This is accounted for in the adjustments of the machine; but the first test in a new flask should not be used as reliable, nor should old flasks be left open to dry out.

(7) Samples are not always properly taken or prepared for testing.

(8) Use 150 c. c. of oil; not 100 c. c. or any other quantity.

At the conclusion of the discussion Mr. Montelius said the discussion had demonstrated that the Illinois dealers last winter did have a case when they complained of excessive discounts and variations in the moisture tests on which they were founded. The dealers believe in the moisture test; but they want it accurately made.

Senator Berry of the Railroad and Warehouse

Commission asked if in fixing the grade any degree of "elasticity" should be allowed in the moisture content.

Dr. Duvel said "elasticity" in such a case would mean only adding more moisture to the percentage allowed; it would be a change of the rule.

Inspector Culver of Toledo said that in four years' work with it, he had never been able to "beat" the tester. The moisture contents fixed by the Uniform Grade Rules are the results of over 12,000 tests of corn in all markets except New York; and if any "elasticity" is now permitted, it would simply take the grain out of the jurisdiction of the rule and give it over to the mercies of the inspector.

#### THE LANDLORD'S LIEN.

John Montgomery of Decatur spoke upon the landlord's lien. The form of the subject, as expressed by the program, presupposed a change in the law; but Mr. Montgomery does not expect that any will be made—rather, the tendency is to multiply liens for unpaid debts or services. The law is to be found in Hurd's Statutes, Ch. 80, Par. 31. The decisions all go to the point that the grain dealer must exercise business-like, or "reasonable," care to ascertain whether the seller of grain is or is not a tenant and whether or not he has paid his rent, or is selling his own grain upon which there can be a lien. But if a dealer acts in good faith, not knowing that the party is a tenant or unlawfully selling grain from a rented farm, he is not liable under the law.

Another point of the law is that all the grain raised is liable for the rent. So if a dealer buys, say, oats of a tenant before the rent is due and the rent subsequently is not paid, he is liable to the landlord.

One point of the law is obnoxious, unfair and unreasonable. The law says that the purchaser of the grain is liable in damages to the landlord if the tenant fails to "faithfully perform all the terms of the lease"—such as distribution of manure over the land, and other specific terms of the tenancy. The wording of the law is such that any breach by the tenant of the terms of the lease would make the buyer of the grain liable. This is unreasonable; and in this respect the law should be changed; the landlord himself should see that such like covenants of the lease are carried out. Perhaps, too, the law might be modified so that lessors should be required to file with county recorders (or circuit clerks) abstracts of all farm leases, as notice to grain buyers. Such abstracts ought not to cost over 25c. at the most to record, and clerks could then supply copies to dealers at a merely nominal sum.

#### RELATIONS OF DEALERS AND FARMERS.

Geo. W. Cole of Bushnell spoke upon the "Relations of the Grain Dealer and the Farmer." Mr.



E. M'DOUGAL, R. W. CARDER, F. D. STEWER, J. D. STACY, F. E. WINANS.

Cole was a little inclined to be pessimistic. Farmers soon forget that dealers are fellow citizens, as honest as other men and as considerate; but he thinks the farmer of the new school will be different. He will be more a man of the world—in closer touch with the real business of the world; and he will know that he can always get what he may rightfully demand.

The right relations of farmers and dealers will come with the abolition of practices and habits that in the past have tended to widen the breach between them. It is easy for dealers to let their business get into a rut; and they must keep out of ruts. They must, for example, get rid of verbal contracts and



F. A. WITT AND E. L. COYLE.

friends in the grain office, and began calling them "robbers." It is some slight satisfaction to know that since the farmers went into the co-operative grain companies they have found out that the dealers have not been robbing them—that it takes money to operate even co-operative elevators.

Mr. Tanner remembered also that there were receivers, too, who were the friends of the country shipper—some who all but went broke carrying their clients in the country in time of trouble—as the country man did carrying the farmers. He said he is now a "has-been" in the grain trade; but he could not forget that in the twenty years he was in the trade he made many friends in all markets whose friendship is still dear.

President Montelius said, when Mr. Tanner had concluded with one of his inimitable stories, that he wished others of the "old war horses" of the Association were present to talk, and expressed the thanks of the Association to Mr. Tanner for his presence.

The session was then adjourned.

#### SECOND DAY—MORNING SESSION.

The morning session of the second day was opened by the address of John D. Shanahan, technologist in charge of grain standardization work of the U. S. Bureau of Plant Industry. His theme was "Market Values and Discounts on Corn." Mr. Shanahan said the paper was inspired by the complaints made by this Association to the Railroad and Warehouse Commission of the apparently excessive discounts taken by receivers of corn at Chicago during the past winter. "You may not all agree with me," he said "but as I look at it, the country shipper has been paying too much for his 'whistle'—that is, for corn of this crop." [The pa-



insist on written ones. "I make contracts in duplicate form," he said, "giving a copy to the seller. I still have some old customers of the old school of farmers, who refuse to sign, but I make out the contract, giving them a copy, which holds them just the same; also in buying over the telephone, we state at the time that we will send them a contract by mail, which we do.

"Next to, and almost as important as, contracts is the issuing of scale tickets for each load of grain when received. It is easy to make an error in recording a load of grain; and the ticket is not only a protection to the seller but it places the burden of proof upon the farmer; and while it is almost a perfect check on the weights, what is highly important is that it gives the farmer confidence in the dealer that slip-shod methods would never obtain.

"Free storage is another stumbling block in the way of successful business. We are not public warehouse men. We cannot hold farmers' grain in our houses indefinitely. We are compelled to ship it out and then speculate ourselves with others' property.

"For the last year in our territory, we have been charging  $\frac{1}{4}$ c. per bushel for each half month for grain in store, commencing the day it is put in. We thought this would discourage the farmer from storing, but in fact we have had a larger amount in store during the past year than we have had for

a dirty, dingy, moth-eaten store, or in one that is gotten up in an attractive and inviting shape?"

Mr. Cole believes in helping the farmer to good seed, in inspiring him to better methods of farming, and in cultivating the same personal relations with him that men do with their immediate neighbors. The farmer of today is as intelligent, as informed, as cultured and well-read as the run of other men—why not then treat him as you do other men, socially and otherwise? As Charles Lamb says, "You can't hate a man when you know him," and we may add when you treat him fairly and frankly he will respond to the treatment as other men do. "In regard to the cost of handling grain, have you ever taken this closely under consideration?" asked Mr. Cole. "If you haven't, when you go back home, find out how many bushels of grain you have handled during the past twelve months; add up your expenses of all kinds for the same period; and include in your expenses interest on the investment in plant at a fair value, insurance on elevator and grain, repairs, expense for help, and a fair compensation for your own time; also, include in your expenses the actual cost of shortage and shrinkage. Then divide this total by the total number of bushels of all kinds of grain handled. I will guarantee if you have not already done this, you will receive a shock, and you will wonder how 'in the Sam Hill' you have been making a penny out of your busi-

ness. When your farmer friend tells you that you are charging him too much for handling his grain, show him this statement. He will readily see whether you are charging him too much or not.

"It is very possible that you may think I am advising too much publicity for your business. This may be true. Most communities will not need such drastic measures. I only want to suggest to you a way to get down to the ground with the farmer. I want to set you to thinking.

"This is an era of organization," concluded Mr. Cole. "We find it in all lines of business; and farmers' elevators are springing up all over the country. If we want to protect ourselves and our business, we must meet fire with fire. We must not only maintain our state and national organizations but we must be neighborly and friendly, form local organizations and meet frequently and regularly to discuss local matters pertaining to our business. The days of large margins in grain have gone by. We are not entitled to unreasonable profits; and if we organize and run our business on a purely business basis, using our brains as well as our muscles, we can stay in business and receive lucrative profits. The country dealer is a legitimate middle man. He is the farmers' angel, so to speak; but the minute the farmer can see that it will pay him to clip his angel's wings and handle his own grain through his own elevator, off goes the wings. It is human nature—you would do it yourself. So be prepared.

#### FINAL SESSION OF THE CONVENTION.

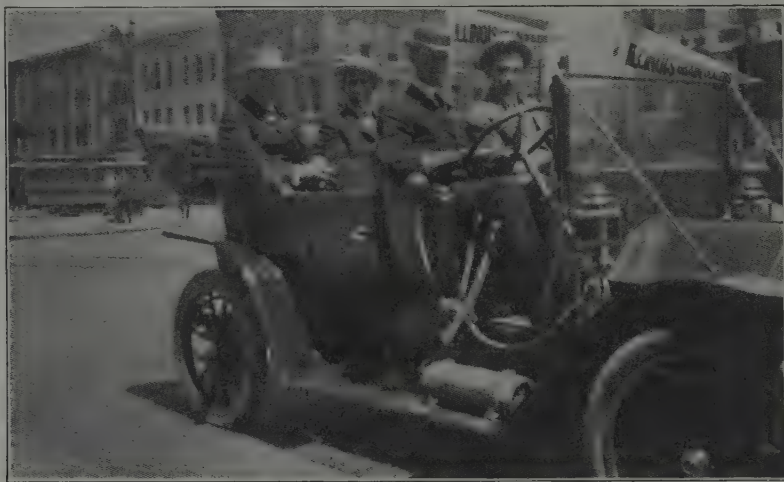
The stars of the final session of the convention were Senator Orville F. Berry of Carthage, chairman of the Railroad and Warehouse Commission, who spoke on the duties and needs of that body, and Dr. Cyril G. Hopkins of Urbana, who spoke on the "Grain Dealer's Responsibility for Soil Improvement." Both papers were very long, precluding anything but brief mention here, able and most valuable as both were.

Commissioner Berry referred briefly to the history of the Commission, citing the law that created it and referring to some of the work it has done in the past. The law in its time was considered a radical one. It was the first of its kind in this country, and it was strongly opposed by the railway and corporate interests. The next step, the regulation of the public grain elevator of Chicago, was a national one, growing out of the abuses practiced by the warehouse men and the impossibility of wiping out these abuses in any other way than by placing the elevators under state control.

The first prosecutions under the law were for discriminations by the railways on rates—favoritism by the C. & A. to lumbermen; and the right of the state to control the carriers was then established for all time. As the railway system of the state has expanded from 6,000 miles in 1872 to 23,455 in 1910, the responsibilities of the Commission and work before it has grown in proportion. So, too, has the grain business of Chicago. In 1870 Chicago inspected 50,000,000 bu. of grain; in 1909, 223,238,372 bu. were inspected; the total out inspection in 1909 having been 118,193,160 bu., or 351,431,522 in and out in one year. The number of cars handled in 1909 was 19,798.

Mr. Berry said the Commissioners are most anxious to make the Commission of use to all shippers; but in order to do this some modifications of the law are necessary—the work has outgrown the letter of the law. The law, for example, should enable the Commission to require all railroads in Chicago to place arriving grain cars on special tracks so that inspection can be made more rapidly, if need be—the inspector's samplers sometimes finding it necessary to hunt for cars indicated as containing grain, which may be badly located. At certain seasons, too, grain is literally "perishable freight," and the law should be worded to compel the carriers to give it preference or right of way over dead and non-perishable freight and also to enforce the prompt handling in transit and at terminal and junction points of cars containing grain. The Commissioner is positive that the Commission is doing all it possibly can for the grain trade under the law; but if further power were given the Commission, more might be done.

Senator Berry then reviewed briefly the powers of the Commission and showed how the complaints before the Commission are accumulating, the consideration of much of which is really useless because often no remedy is permissible under the law, although the matter under consideration may admit of an equitable remedy. The Commission needs, therefore, more money for its expenses; it needs power to employ engineers to examine into railway



R. O. AUGER, FRED W. SCHOLL, W. J. MULLALLY, C. L. WRIGHT.

years. Our local organization has practically decided to raise the price to 1c. per month, commencing with new grain this season; and we hope that we will not get any at that price.

"Advancing money on grain is a custom that is dying out, but still is practiced in some localities. It is a bad practice that should be eliminated.

"Making and breaking prices is still another thing that should be given earnest attention. The dealer who makes one price to one man and a different price to another within a short time will never gain the confidence of the farmer. Have one price and stick to it. If you are in doubt when the market has declined badly, if necessary, explain to the farmer that you will have to wait until the close of the market before you can intelligently bid on his grain.

"A blackboard for prices has been advocated, but I for one do not approve of this plan. Buying grain is in the same class as salesmanship; tags will not sell goods, neither will blackboard prices buy grain. Make your prices on a fair, honest, livable margin and prove to your patrons that prices are right by sticking to them.

"Your business office, its condition and appearance, has a great deal to do with your successful buying of grain. You may not believe this, but it is true. As in any other business, a customer appreciates a commodious, clean and neat-appearing office, and the prosperous, auto-riding and independent farmer of today will discriminate against a dark, dirty and dingy office. An attractive and up-to-date office impresses the farmer that you are up-to-date in prices, grades and knowledge of your business. Put it up to yourself—where do you prefer to trade—in

ness. When your farmer friend tells you that you are charging him too much for handling his grain, show him this statement. He will readily see whether you are charging him too much or not.

"It is very possible that you may think I am advising too much publicity for your business. This may be true. Most communities will not need such drastic measures. I only want to suggest to you a way to get down to the ground with the farmer. I want to set you to thinking.

"This is an era of organization," concluded Mr. Cole. "We find it in all lines of business; and farmers' elevators are springing up all over the country. If we want to protect ourselves and our business, we must meet fire with fire. We must not only maintain our state and national organizations but we must be neighborly and friendly, form local organizations and meet frequently and regularly to discuss local matters pertaining to our business. The days of large margins in grain have gone by. We are not entitled to unreasonable profits; and if we organize and run our business on a purely business basis, using our brains as well as our muscles, we can stay in business and receive lucrative profits. The country dealer is a legitimate middle man. He is the farmers' angel, so to speak; but the minute the farmer can see that it will pay him to clip his angel's wings and handle his own grain through his own elevator, off goes the wings. It is human nature—you would do it yourself. So be prepared.

"The farmer will not want to go into the grain business unless he thinks he is forced to do so to protect himself. His business is farming. He realizes he cannot handle his own grain for his own



constitution to ensure the public safety; it needs more power to deal with rates and demurrage; power to direct the supplying of cars, etc.

The public mind is working to these things but the powers the Commission need are hard to obtain of the Legislature, and all shippers must join to urge the reform upon that body.

Dr. Hopkins's argument was in line with his widely known work looking to the renovation of worn out soils in Illinois, and the way to preserve their plant foods by rotation of crops and by the restoration to the lands of the nitrogen and mineral plant foods removed by cropping and cattle raising. Dr. Hopkins was especially severe upon the U. S. Department of Agriculture, whose crop reports, he maintained, are vitiated by the needless optimism of the Secretary, who has conceived it to be his bounden duty to sing the song of monster crops on all occasions; but more than all Dr. Hopkins arraigned the Secretary and the Bureau of Soils because they have told and are telling the people of this country, in face of the notorious contrary truth, that our soils do not and will not wear out—that, in substance, the soil mechanically restores itself—mechanically preserves itself from deterioration and that therefore it never will wear out. Dr. Hopkins declared also that the Bureau in its publications has systematically suppressed all contrary opinions, both of American and foreign students and experimentalists. The indictment was in plain terms, and created a profound impression among those who remained to hear the paper to its conclusion. [We expect to dwell more on this in a subsequent number.]

#### "THREE OR BETTER."

Mr. Shellabarger was asked to speak on the premium for the "better" grade when delivery thereof is made on "3 or better" bid. The bid is for "3 or better"; but it has come to the point, he thought, when a halt should be called. The dealer assumes he is shipping "3" but finds himself "up against" a discount, sometimes small and sometimes large. He thought therefore that as the discounts are exacted on the off-grades the shipper is equitably entitled to a premium for the "better," otherwise there is no chance for the dealer to "even up." It has been suggested that the remedy is to consign. That is a remedy and we frequently use it, but at other times, on erratic markets, it is better to sell outright on track. But something ought to be done to get out of the rut of this kind of bidding. The dealers are to blame for this kind of a deal, or contract; and if we can't get a premium for it, "No. 2" ought to be wiped off the slate entirely, making all contracts for the 3 grade.

#### RESOLUTIONS.

H. A. Hilmer of Freeport read the report of the resolutions committee, which was adopted as follows:

##### GRAIN EXCHANGES A NECESSITY.

Whereas, A wide, open and competitive market for agricultural products, as afforded by the produce exchanges of this country, and the Board of Trade of the City of Chicago in particular, is a vital necessity to the grain dealers and grain producers of Illinois; and

Whereas, The great public utility of said produce exchanges has been greatly obscured in the public mind by its constant confusion with the illegal and immoral bucket-shop and other purely gambling institutions; and

Whereas, The grain dealers of Illinois view with alarm the proposed drastic and sweeping legislation now advocated before Congress and various state legislatures, aimed to eliminate the buying and selling of agricultural products for future delivery and the free play of legitimate speculation in the trade of such products as now operated upon the said produce exchanges; therefore, be it

Resolved, That the grain dealers of the state of Illinois, in convention assembled at Decatur, Illinois, on the seventh day of June in the year of our Lord nineteen hundred ten, declare its position to be that of co-operation with and not antagonism to the legitimate produce exchanges of this country and the Board of Trade of the City of Chicago in particular. And be it further

Resolved, That in the judgment of this convention the modern produce exchanges, the system of buying and selling agricultural products for future delivery, and the legitimate, intelligent speculation in the prices of the same, are indispensable factors of the grain trade, the elimination of which would destroy the most economic and scientific methods which time and experience have yet evolved for the marketing of the immense agricultural products of this country at the least expense and greatest convenience. Be it further

Resolved, That a copy of these resolutions be forwarded to all Illinois members of Congress and to

the Governor and all members of the legislature of this State.

#### RAILROAD EQUIPMENT.

Whereas, A large percent of the equipment furnished by the several railroads operating in the state of Illinois for the loading of grain is not in suitable condition for such grain loading; therefore, be it

Resolved, That the Secretary of this Association shall at once notify the proper officials of the roads operating within the state of Illinois of the urgent necessity of making special efforts to put such equipment in proper condition for grain loading, and that the matter should receive their immediate attention and not be delayed until the crop movement is on, when it is impossible for the railroads to secure the necessary help to make such needed repairs. Further,

Resolved, That a copy of these resolutions be forwarded to the chairman of the Railroad and Warehouse Commission and that said Commission be requested to use its best efforts in bringing about the desired results.

#### A PRACTICAL CAR DOOR.

Whereas, After a careful investigation and examination of the merits of the "Williams All-Service Car Door," it is apparent that by the adoption of said grain door by the railroads operating within the state of Illinois a large saving can be effected,—

First, to the railroad companies in the expense of furnishing ordinary wooden grain doors;

Second, the saving to the country shipper in the time required cooping cars for grain loading;

Third, the saving to all parties concerned account shortage due to leaking grain doors;

Fourth, the saving to the receivers of grain in the time consumed in unloading such cars so equipped; therefore, be it

Resolved, That we, the Illinois Grain Dealers' Association assembled, hereby recommend that the railroads operating within the state of Illinois should carefully investigate the merits of this grain door

Whereas, The time has come when all the farmers of the state should be enabled to have the benefits of the knowledge gained at the state Experiment stations; therefore, be it

Resolved, That the state Legislature is hereby requested to make sufficient appropriation as will enable the Director of the Agricultural College to establish an experiment, or demonstration, farm in each of the counties of the state, excluding Cook.

#### DELAYED DELIVERIES.

Whereas, There have been in the past severe losses suffered by grain shippers on account of unreasonable delay in delivery; and

Whereas, There is no rule established fixing the time of movement of grain by the railroads; therefore be it

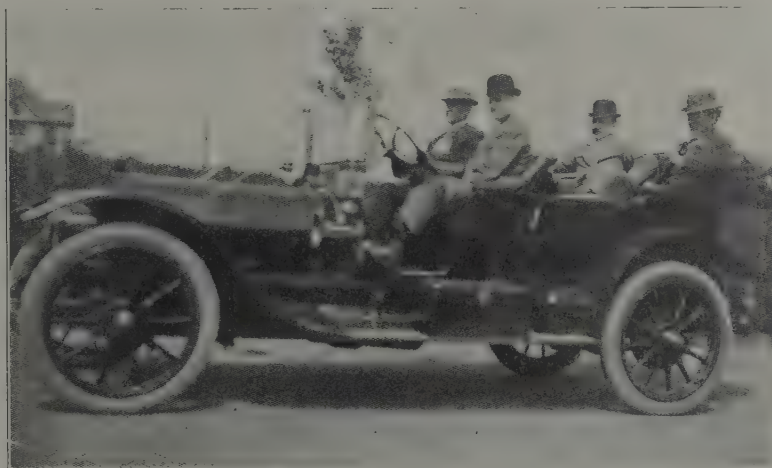
Resolved, That the Railroad and Warehouse Commission of the state be respectfully requested to formulate rules to cover the movement of grain by the railroads of the state.

#### ILLINOIS STATE CROP STATISTICS.

Resolved, That this Association deplores the inadequacy of the crop statistics of the State Board of Agriculture of Illinois, and petitions that body to adopt such methods as will bring the statistical reports up to the high standard of its monthly reports on condition; and this Association pledges its active co-operation with the Board in attaining this object. The Association believes that the present method of asking our farmers to reveal the profits or losses of their operations is inadvisable, and suggests that the inquiries be restricted to acreage, yield and production, which change, we believe, will place our state's statistics on a more accurate basis.

#### WEIGHING AT EAST ST. LOUIS.

Whereas, The Illinois State Board of Railroad and Warehouse Commissioners does not weigh grain in any of its markets except at East St. Louis, Venice and Madison; and



J. E. COLLINS AND HIS "MATTISON 6."

with a view of adopting same as their standard grain door; and, be it further

Resolved, That the Secretary of this Association shall furnish a copy of these resolutions to the proper officials of the railroads operating within this state.

#### TRADE RULES REVISION.

Whereas, The Trade Rules of the Grain Dealers' National Association were adopted October 3, 1902; and

Whereas, Said rules were amended October 8, 1903; and

Whereas, Said rules were revised January 1, 1906; and

Whereas, The customs, conditions and methods of the grain trade have since materially changed; therefore, be it

Resolved, That the president of the Grain Dealers' National Association be respectfully requested to appoint a committee, consisting of an equal number of members who are country shippers, selected from associations affiliated with the Grain Dealers' National Association, and a like number of direct members of the Grain Dealers' National Association, to thoroughly revise said Trade Rules and make report at the Grain Dealers' National Association meeting held in Chicago during October, 1910.

#### GREATER CROP PRODUCTION.

Whereas, There is no question today of more vital importance than soil fertility; and

Whereas, Our average crop production per acre is going down and not keeping pace with increase in population; be it hereby

Resolved, That we, the Illinois grain dealers in convention assembled here today, do hereby pledge ourselves, singly and collectively, to do all in our power, in conjunction with other commercial bodies, to emphasize to the farmer the need of better soil culture and greater crop production.

#### COUNTY EXPERIMENT FARMS.

Whereas, The natural resources of the state of Illinois are practically unbounded, valuable beyond computation, and capable of supplying the needs of all coming citizens of the state if properly developed; and

Whereas, The state has for thirty years maintained an Experiment Station at the University of Illinois at Urbana; and

Whereas, The exaction of state weights at the places named by the said Commissioners is a discrimination between the markets of the state, resulting in a hardship on Illinois shippers who are obliged to pay a double charge for weighing when shipping to those points; be it

Resolved, By the Illinois Grain Dealers' Association in convention assembled, that we protest against the action of the Board of Railroad and Warehouse Commissioners in imposing a charge for state weights at East St. Louis and places contiguous thereto; be it also

Resolved, That we commend the action of the President, Secretary and Governing Board of our organization, who several months ago petitioned the Board of Railroad and Warehouse Commissioners to waive the state weighing of grain at East St. Louis, Venice and Madison in favor of the St. Louis Merchants' Exchange department of weights, which are demanded by shippers; and, be it further

Resolved, That we hereby renew that petition and pray for its prompt consideration by the said Commissioners to that end; and that a copy of this resolution be mailed to the Illinois State Board of Railroad and Warehouse Commissioners.

#### IN MEMORIAM.

Whereas, This Association has lost by death during the past year the following members:

E. Cole of Geo. W. Cole & Co., Bushnell;  
Samuel Mosiman of Mosiman Grain Co., Morton;  
Warren R. Buckley of Buckley, Pursley & Co., Peoria; and

Charles R. Shaw of Shaw-Garner Co., Rockport.—Resolved, That by the demise of these brethren, members of this Association, the organization has suffered an irreparable loss. We mourn our loss; we deeply sympathize with the bereaved families; and extend to them our sincerest sympathy.

Resolved, That these resolutions be entered upon the records of this Association and that a copy thereof be forwarded by the Secretary to each bereaved family.

#### PANAMA CANAL.

Whereas, The officials and engineers in charge of the construction of the Panama Canal have announced that it will be completed and open for commerce in 1915; and

Whereas, Practically the unanimous sentiment of



the President of the United States and other officials, the members of Congress and the American people generally, is that no celebration of the completion of the Canal can produce such immediate and beneficial results as the holding of an Exposition where the people of the world will be brought closer together through this union of the Atlantic and Pacific, the East and West, and will meet and confer with each other and exhibit the resources and products of their several countries; be it

Resolved, That we cordially approve the idea of a World's Panama Exposition and pledge it our moral support and assistance; and, be it further

Resolved, That we see in New Orleans the "logical point" for such Exposition, by reason of its proximity to the Canal and because it is the gateway for a large part of the import and export commerce of these United States with countries south of us and with the world, easily reached from all points in this continent, North, Central and South American; and in all respects suited to hold a great World's Exposition; and we, therefore, endorse New Orleans as the best point at which to hold the World Panama Exposition in honor of the completion of the Canal.

#### BIDS FOR SPECIFIC GRADES.

Whereas, The practice of selling grain of specified grade "or better" deprives the dealer of such premiums as may be current for the "or better" grades; therefore, be it

Resolved, That it is the sense of this Association that all bids for grain should be made for each specified grade; and that the Secretary of this Association be requested to so notify bidders.

#### DEATH OF JAMES REED.

Whereas, The recent death of Mr. James Reed, who was the breeder and originator of Reed's Yellow Dent Corn, brings to our notice the great benefits that have come to the farmer and dealer through his efforts; and

Whereas, It has been suggested that some fitting recognition of his great service be made by the various associations and societies interested in corn raising; therefore, be it

Resolved, That the officers of this Association be authorized to confer with those interested in this matter and take such action as they deem proper.

Whereas, Crop conditions and reports are of vital importance to all interested in the grain business; and

Whereas, The reports issued during the past year by this Association have been valuable to its members; therefore, be it

Resolved, That the Association continue its work along that line and that all members are urged to assist by responding promptly to the request of the Secretary for conditions in their locality.

#### THANKS TO OFFICERS.

Whereas, We all feel proud of and have all confidence in the officers of our Association; therefore, be it

Resolved, That we extend a vote of thanks to such officers for their efficient and successful efforts during the past year.

#### THANKS TO ENTERTAINMENT COMMITTEE.

Whereas, We have all enjoyed the pleasant entertainment extended to us by the entertainment committee; therefore, be it

Resolved, That a vote of thanks be extended to all who participated in such entertainment, particularly The Ladies' Aid Society of Grace M. E. Church.

#### SYMPATHY.

Whereas, Hon. L. Y. Sherman of Springfield had accepted an invitation to address the Convention; and

Whereas, We have learned with regret that Death has entered the home of Gov. Sherman; therefore, be it

Resolved that this convention extends to Gov. Sherman our heartfelt sympathy in his bereavement.

Resolved, That this resolution be spread upon the records of this Association and that the Secretary be instructed to forward a copy to the bereaved family.

#### THANKS TO OFFICERS.

Resolved, By the members of the Illinois Grain Dealers' Association in convention assembled at Decatur, Illinois, this 8th day of June, A. D. 1910, that the Secretary of this Association extend to

Hon. S. S. Tanner, Minier, Ill.;  
Hon. J. D. Shanahan, Washington, D. C.;  
Hon. Orville F. Berry, Carthage, Ill.;  
Dr. Cyril G. Hopkins, Urbana, Ill.;  
Hon. Wm. H. Bach, Bloomington, Ill.;  
Mr. John A. Montgomery, Decatur, Ill.; and  
Mr. Robert P. Vail, Decatur, Ill.,

the sincere thanks of the Association for their courtesy in appearing before and addressing said convention, and assure them of our fullest appreciation.

A resolution referring to the moisture tester and moisture content permissible in the 3 grade was read; but there being but a few people in the room, on motion of A. G. Tyng of Peoria it was referred to the board of directors.

#### OFFICERS ELECTED.

H. H. Newell of Chicago presented the report of the nomination committee, recommending the election of the following officers (all re-elected):

President—Geo. D. Montelius, Piper City.

Vice-President—H. A. Hilmer, Freeport.

Treasurer—H. I. Baldwin, Decatur.

Directors—J. E. Collins of Garrett, Geo. W. Cole of Bushnell and W. L. Shellabarger of Decatur.

The nominees were all elected by a unanimous vote.

President Montelius, on a call for a speech replied that all knew he was no speaker; but in the past he had tried to do his whole duty to the Association in a quiet way, and in the future would endeavor to take up the task in the same way. He appreciated the honor conferred upon him and expressed his thanks for the confidence a re-election expressed.

The convention then adjourned sine die.

#### THE BANQUET.

The Association on the evening of June 7 was the guest of the ladies of Grace M. E. Church, who served a delicious dinner in the basement of that beautiful building. The register showed a total of 400 names for the two days and probably 300 as a minimum sat down to the tables. The meal was a delicious one, and served with that degree of precision and promptness that is the ambitious head waiter's envy the world over.

When cigars were lighted, Mr. H. I. Baldwin cleverly introduced Mr. Henry A. Rumsey of Chicago as the son of one of the old and revered members whom the Association had delighted to honor, to act as toastmaster. The selection was a most happy one; for as an understudy to the inimitable Walter Fitch, the Chicago Board of Trade certainly has in Mr. Rumsey another star in training.

After dinner speeches cannot be reported—those who were not there lose out, that's all; but the list of those called on includes Bert Ball of St. Louis, S. S. Tanner, R. P. Vail of Decatur, A. G. Tyng and Geo. D. Montelius.

Then there was an excellent mandolin orchestra, an octette from Milliken University, and a clever juggler, making altogether a delightful evening's entertainment.

#### SOME NOTES OF THE MEETING.

C. H. Cole and J. C. Adderly represented the Millers' National Insurance Co., Chicago.

A 1910 Model Richardson Scale was shown in Hotel St. Nicholas lobby by Willard Smith.

The representatives from the Toledo market were Chief Inspector Edw. H. Culver and H. L. Goemann.

One of the attractive signs in the convention hall said "Kennedy Grain Door Liner—Cheaper Than Paper."

The cars of H. I. Baldwin and Will Shellabarger were kept unusually busy in showing visitors the attractive points in the city between sessions.

The neighboring market Peoria sent a delegation embracing A. G. Tyng, C. C. Miles, Louis Mueller, J. H. Ridge, C. H. Feltman, B. E. Miles, N. R. Moore.

From the east there were J. J. Rammacher and Mr. Purcell of Buffalo, F. E. Watkins and J. M. Foglesong of Cleveland and W. E. Sheldon of Jackson, Mich.

A. McLeod and J. P. Johnson of the National Automatic Scale Co. of Bloomington, Ill., showed interested grain dealers a National Scale in operation in Room E of the St. Nicholas Hotel.

The following grain men came over from Indianapolis: F. J. Heinmiller, Chas. A. Greathouse, Frank A. Witt, Joe T. Gehring, Bert A. Boyd, M. T. Dillen, F. M. Montgomery, Cary Jackson.

A. W. Ford of Scottsburg made the trip to Decatur in his touring car with Geo. W. Cole of Bushnell and C. L. Grimsley of Swan Creek. They made the distance from Bushnell, 132 miles, in about six hours.

Machinery men who attended included: F. M. Smith and J. H. Pank with Invincible Grain Cleaner Co., Silver Creek, N. Y.; E. D. Wilkes, representing Kennedy Car Liners; M. J. Young, with Philip Smith Mfg. Co., Sidney, Ohio; L. D. White of Beall Improvement Co., Decatur.

A very gorgeous sign over the St. Nicholas Hotel conveyed the news that there was the headquarters of the St. Louis delegation. They also had parlors at the hotel from which radiated southern hospitality. The grain merchants were: Martin J. Mulally, E. A. Daly, Jas. Parrott, A. J. Rogers, C. P. Cummings, F. L. Wallace, Bert Ball, Henry Hunter, D. W. Clifton, J. A. Connor, R. S. Nelson, E. C. Graham, S. F. Marshall, Eric Picker, A. H. Stokes,

N. M. Powell, C. L. Wright, H. A. Van Rump, H. F. Ketchum, Ed. F. Catlin, T. B. Morton.

W. S. Williams, trainmaster I. C. R. R., had on exhibition at the south end of the Illinois Central passenger station an Illinois Central car equipped with the new "Williams' All Service Car Door."

J. E. Collins of Garrett believes in keeping his men in touch with association work and aims. To this end he brought with him the local managers of his houses. They were: A. J. Quick of Atwood, W. H. H. Reeder of Pierson, E. S. Collins of Garrett and Ben Collins at Atwood.

Southern markets were represented as follows: Cincinnati, by A. C. Gale, H. E. Richter, T. E. Fleming; Kentucky, H. E. O'Bryan, Owensboro; Fred W. Scholl, Louisville; Memphis, J. H. Bray, W. G. Moon, Wm. Farahu, J. S. West, A. C. Roberts, H. J. Hasenwinkle; Nashville, H. H. Hughes.

The Union Iron Works of Decatur held open house during the convention and presented every visitor with a handsome leather note book. Included in the company's officers and representatives who attended the meetings were Max H. Hurd, P. J. Milliken, C. N. Ward, S. J. Temple, Charles Temple.

The attendance of ladies at the meeting was unusually large. They were entertained in the afternoon of June 7 at a reception at the home of Mrs. H. I. Baldwin. The house was beautifully decorated with Killarney roses and at 5 o'clock refreshments were served in the summer garden. In the evening they attended a theater and on Thursday noon a luncheon was served in their honor at the Country Club, to which they were driven by automobiles.

The special delegation from Chicago included the following: J. W. Radford, W. M. Hirschey, F. D. Stever, J. D. Hough, E. H. Young, J. A. Waring, P. S. Goodman, R. W. Carder, G. S. Hutchison, Frank G. Coe, F. G. Winter, A. E. Wood, W. M. Christie, Edw. Plagge, E. J. Feeheny, M. L. Vehon, M. J. Timberlake, P. H. Schiffin, O. C. White, R. G. Freymark, Edw. Andrew, H. H. Newell, H. A. Rumsey, H. G. Smith, J. C. Ginnetie, E. D. McDougal, W. H. Axtater, J. C. Stacey, H. R. Sawyer, F. E. Winans, T. E. Moran, Chester A. Legg, D. L. Moberly, J. A. A. Correa, B. F. Traxler, W. J. Morphew, Gordan Hannah, H. D. Russell.

#### GRAIN DEALERS IN ATTENDANCE.

##### A.

E. J. Allen and Jay M. Allen, Decatur; Edw. Andrew, Chicago; W. H. Axtater, Armour Grain Co., Chicago; W. H. Adams and son, Atlanta; B. J. Alley, Peoria; Harry and Kenneth Allen, Broadlands; R. O. Augur, H. I. Baldwin & Co., Decatur; John H. Ashum, Chicago; J. C. Adderly, St. Louis; Thos. Abrams, Tuscola; M. M. Adrian, Mattoon.

##### B.

Bert Ball, St. Louis; J. T. Bourke, Chicago; John E. Bacon, American Elevator & Grain Trade Co., Chicago; A. Bramyan, Assumption; J. H. Bray, Memphis, Tenn.; Bert A. Boyd, Indianapolis, Ind.; T. A. Bone, Decatur; F. S. Betz, Cerro Gordo; O. C. Benson, Fairmount; Eunice Boyer, Pontiac; G. F. Barrett, Pana; D. S. Brown, Warrensburg; J. L. and Mrs. Bush, Tuscola; C. U. Bower, Covell; C. C. Backus, Bloomington; F. A. Bruns, North Ritchie; R. C. Baldwin, Bloomington; A. M. Blythe, Gays; H. I. Baldwin, Decatur; S. H. Baker, Cerro Gordo; C. F. Eyerly, Chicago; L. E. Brubaker, Bushnell; C. A. Bunyan, Hammond; Otis J. Bear, Decatur; Henry Barnhart, Decatur; Gommel Brauer, San Jose; H. W. Bailey, DeWitt; Orville F. Berry, Carthage; William R. Bach, Bloomington; John Brown, Bloomington.

##### C.

C. P. Cummings, St. Louis; R. W. Carder, W. A. Fraser Co., Chicago; Frank G. Coe, Chicago; Geo. W. Cole, Bushnell; W. M. Christie, Chicago; D. W. Clifton, St. Louis; E. W. Crow, Blue Mound; James A. Connor, St. Louis; O. H. Cannon, Decatur; Chas. S. Clark, Chicago; J. E. Colehower, Long Point; Ed H. Culver, Toledo; J. E. Collins, Garrett; Martin E. Connard, Elvin; C. P. Cline, Decatur; F. E. Condon, Pesotum; W. P. Carroll, Chicago; G. E. Callett, Fairmount; Ben Collins, Carthage; E. S. Collins, Garrett; F. E. Cool, Moweaqua; J. N. Chandler, Evansville, Ind.; J. J. A. Correa, C. H. Thayer & Co., Chicago; N. H. Childs, Decatur; A. B. Cleland, Decatur; C. H. J. Casby, Argenta; C. H. Cole, Millers' National Ins. Co., Chicago; H. H. Corman, Decatur; C. Y. Costello, Decatur; Ed F. Catlin, St. Louis; C. J. Claudon, Fairbury; T. Crockett, Twin Falls, Idaho; H. B. Coyle, Gridley; J. M. Camp, Bement; H. B. Coyle, Gridley; S. Crumbaugh, Leroy; C. T. Council, Decatur.

##### D.

F. L. Duncan, Beaton; E. F. Daly, St. Louis; J. M. Duncan, Decatur; A. C. Duncan, Lintner; Thos. E. Doyle, Morrisonville; Victor Dewein, Warrensburg; C. L. Daly, Peoria; C. E. Davis, Arthur; C. A. Dryer, Champagne; J. L. Douglass, Shirley; J. W. T. Duvel, Washington, D. C.; M. T. Dillen, Indianapolis; C. E. Davis, Galesburg; Alton DeLong, Fossiland; P. Diken, Decatur; H. L. Deppe, Meredosia; Geo. C. Dunaway, Ottawa.

##### E.

T. F. Ellis, Chicago; Trave Elmore, Ashland; L. C. Emerson, Champaign; F. L. Evans, Decatur; A. H. Edwards, Tolono; O. N. East, Cerro Gordo.

##### F.

R. G. Freymark, Chicago; J. M. Foglesong, Sheldon; E. J. Feeheny, Chicago; A. W. Ford, Scottsburg; J. P.



Faris, Decatur; F. E. Fleming, Cincinnati, O.; W. P. Foote, Sadorus; W. L. Finson, Monticello; W. M. Parabee, Memphis, Tenn.; W. B. Foresman, LaFayette, Ind.; C. H. Felman, Peoria; V. D. Fort, Chicago; C. D. Funk, Bloomington; Zenas Felger, Millmine; John Fryer, San Jose; L. E. Ferguson, Virden.

G.

J. H. Graham, Durand; P. S. Goodman, Chicago; C. L. Grimsley, Swan Creek; Chas. A. Greathouse, Indianapolis; J. B. Gillespie, Jr., Cairo; J. T. Gehring, Indianapolis; J. M. Greene, Wapella; E. C. Graham, St. Louis; Frank Gibson, Dwight; A. C. Gale, Cincinnati, O.; H. L. Goemann, Toledo, O.; C. E. Goshent, Sterling; Roy Green, Boody.

H.

W. M. Hirschy, J. C. Shaffer & Co., Chicago; J. D. Hough, Ware & Leland, Chicago; H. A. Hillmer, Freeport; G. S. Hutchinson, The Albert Dickinson Co., Chicago; Harry Hunter, St. Louis; F. G. Heinemiller, Indianapolis; E. P. Hill, Freeport; M. C. Hobart, Momenca; C. E. Hitch, West Ridge; W. T. Hardin, Deland; V. Hawthorne, LaPlace; Mrs. V. Hawthorne, LaPlace; J. K. Horton, Garrett; V. L. Horton, Tolono; A. L. Hardin, Charleston; G. O. Harris, Auburn; R. H. Hamnel, Peoria; O. L. Howell, Arthur; Max H. Hurd, Decatur; H. H. Hughes, Nashville, Tenn.; Gid. Housh, Moweaqua; H. J. Hasenwinkle, Memphis, Tenn.; Geo. L. Hight, Walker; A. L. Harrison, Dwight; R. G. Herron, Sidell; Cassius Holcomb, Oakley; P. H. Hayes, Galesville; F. H. Hunting, Champaign; R. Hasenwinkle, Bloomington; E. C. Hollis, Heyworth; T. D. Hanson, Villa Grove; S. J. Hurlin, Decatur; Gordon Hannah, Pope & Eckhardt Co., Chicago; H. N. Haigrove, Virden; W. H. Hasckell, Toledo, O.; Fair A. Hurd, Decatur; Cyril C. Hopkins, Champaign; P. T. Hurd, Decatur; L. W. Henderson, Findlay.

I.

J. C. Ingalls, Chicago.

J.

L. J. Jeter, Yorkville; R. C. Jordan, New Orleans; E. W. Jokisch, Boody; Clarence W. Johnson, Belleflower; J. M. Jones, Dewey; L. M. Jeffers, Decatur; Cary Jackson, Indianapolis; J. B. Johnson, Bloomington; Roy H. Jones, Monticello; S. P. Jordan, St. Louis.

K.

T. J. Kizer, Hammond; T. C. Kearney, Lanton; M. A. Kirk, Bondville; Harry Kaga and Mrs. Harry Kaga, Camargo; H. F. Ketchum, St. Louis; L. P. Kizer, Hammond; J. M. Kautz, Mt. Pulaski; Peter Kruse, Ficklin; J. M. Kearby, Stanford; Wm. Kilpatrick, Springfield.

L.

Chester Arthur Legg, Chicago; Wm. Loveless, Taylorville; H. C. Luckenbill, Shellabarger Elevator Co., Argenta; A. V. S. Lloyd, Bloomington; H. B. Lacharite, Assumption; R. R. Ludwig, Champaign; Thomas Lamb, Jr., Bement.

M.

E. M. McCartney, Chicago; E. D. McDougal, Armour Grain Co., Chicago; A. McLeod, National Automatic Scale Co., Bloomington; C. A. McRae, Moweaqua; B. D. McMillan, Decatur; J. C. MacGinnette, E. W. Wagner, Chicago; John Multry, Chicago; Louis Mueller, Peoria; C. C. Miles, of P. E. & C. C. Miles, Peoria; G. R. Mitchell, Ashmore; T. E. Moran, F. E. Winans & Co., Chicago; Geo. D. Montelius, Mrs. Geo. D. Montelius, Miss Margaret Montelius, Miss Mary Montelius, Piper City; Bert Muthersbaugh, Decatur; N. A. Mansfield, Niantic; Dean L. Moberly, Arthur R. Sawers, Chicago; S. F. Marshall, St. Louis; Martin J. Mullally, John Mullally Commission Co., St. Louis; W. D. Moore, Memphis, Tenn.; J. M. Montgomery, Indianapolis; Harry Mullin, Indianapolis; Mrs. B. F. Miles, Fisher, N. R. Moore, Peoria; R. E. Miles, Fisher; B. E. Miles, Bement; Jas. M. Maguire, Campus; Porter J. Milliken, Decatur; M. M. Miller, Decatur; W. J. Morphew, Clinton; F. W. Maynard, Chicago; T. B. Morton, St. Louis; F. C. Martens, Randolph; John A. Montgomery, Decatur; H. F. Maus, Latham; O. P. Morgan, Ivesdale; Samuel Mangas, Elkhart.

N.

J. C. Nichols, Decatur; H. H. Newell, Rogers Grain Co., Chicago; R. S. Nelson, St. Louis; Thos. New and Mrs. New, Rantoul; S. S. Neiman, Warrensburg; Wm. Noble, Fossland.

O.

H. E. O'Bryan, Owensboro, Ky.; E. G. Osman, American Elevator & Grain Trade, Chicago; G. C. Outten, Mt. Zion; Thos. Ogden and Mrs. Thos. Ogden, Dewey.

P.

Jas. and M. R. Parrott, St. Louis; John W. Prather, Williamsville; Edward Plagge, Merchants' Grain Co., Chicago; J. H. Pank, Invincible Grain Cleaner Co., Chicago; J. C. Porter, Deland; W. C. Price, Brocton; F. M. Powell, Tuscola; Erich Picker, Picker & Beardsley Com. Co., St. Louis; M. Purcell, Buffalo, N. Y.; N. W. Powell, Powell & O'Rourke, St. Louis; F. W. Probasco, Bloomington; T. H. Pietsch, Bloomington; J. K. Pack, Cerro Gordo; Anson T. Pratt, St. Louis; W. Peck, Monticello.

Q.

J. E. Quigley, Decatur; A. J. Quick, Atwood; J. M. Quinn, Peoria.

R.

A. J. Rogers, St. Louis; J. H. Reilly, Chicago; H. A. Ramsey, Ramsey & Company, Chicago; J. W. Radford, Pope & Eckhardt Co., Chicago; W. L. Richeson, New Orleans, La.; Geo. Ritscher, Owaneeco; H. H. Reeder, Pierson; J. J. Rammacher, Buffalo, N. Y.; A. C. Roberts, Memphis, Tenn.; Bessie H. Ryan, Decatur; Wm. Ritchie, Warrensburg; J. H. Ridge, Peoria; Ned W. Ruhler, Cincinnati, O.; R. J. Riley, Forrest; C. A. Russell, Decatur; J. C. Roe, Hayes; R. C. Ebers, Dumont; Roberts & Co., Decatur; H. H. Russell, W. A. Fraser, Co., Chicago; R. J. Raiback, Hopedale; Philip Rothrock, Decatur; Chas. F. Reynolds, St. Louis; Thos. Ryan, Lincoln; John Roney, Dalton City.

S.

F. D. Stevers, Chicago; J. Carver Strong, Chicago; P. H. Schiffin, P. H. Schiffin & Co., Inc., Chicago; F. M. Smith, Chicago; F. R. Scott, St. Louis; W. E. Sheldon and Mrs. W. E. Sheldon, Jackson, Mich.; W. L. Shellabarger, Decatur; Harry G. Smith, Chicago; J. D. Stacy, Chicago; H. R. Sawyer, J. H. Dole & Co., Chicago; S. W. Strong and Mrs. S. W. Strong, Pontiac; H. E. Selby, Golden; H. L. Schmutz, Tremont; E. K. Shepperd, Indianapolis; J. P. Sledge, Champaign; L. Shulhafer, Champaign; John D. Shanahan, Washington, D. C.; A. H. Stokes, St. Louis; J. J. Sinclair, Ashland; Fred W. Scholl, Louisville, Ky.; J. N. Steele, Dickerson; A. E. Schuyler, Chicago; J. A. Schmitz, Chicago; Willis Samuel, Millmine; T. E. Samuel, Millmine; H. H. Savage, St. Louis; L. E. Slick, Bloomington; H. C. Shaw, Rosenbaum Bros., Chicago; H. K. Slecker, Decatur; D. S. Shellabarger, Decatur; Willard B. Smith, Chicago; Irving Speer, Omaha; W. H. Suffer, Decatur; C. O. Swift, Bloomington; S. W. Smith, Chicago; John C. Segrave, St. Louis; Frank Supple, Bloomington; Roy Stuterville, Newton.

T.

L. H. Tripp, Assumption; F. J. Temple, Decatur; M. J. Timberlake, Chicago; H. T. Truby, Joliet; F. B. Tompkins, Peoria; L. L. Thurber, Peoria; C. F. Temple, Decatur; B. F. Traxler, Chicago; E. M. Thorpe, Wapella; S. S. Tanner and Mrs. S. S. Tanner, Minier; A. G. Tyng, Tyng, Hall & Co., Peoria; M. L. R. Tankersley, Chicago; H. H. Tripp, Assumption; John C. Twist, Rochester.

U.

E. R. Ulrich, Springfield; O. H. Unland, Pekin; Guy Underwood, Decatur.

V.

M. L. Vehon, Rosenbaum Bros., Chicago; Paul Van Leunen, Decatur; Peter Van Leunen, Decatur; Hayden Veech, Long Creek; H. A. Van Rump, Shaws; J. F. Vincent, St. Louis; T. W. Vetchie.

W.

J. A. Waring, Bogert, Maltby & Co., Chicago; F. L. Wallace, St. Louis; F. G. Winter, Chicago; A. E. Wood, E. W. Bailey & Co., Chicago; O. C. White, P. H. Schiffin & Co., Inc., Chicago; C. N. Ward, Decatur; Frank A. Witt and Mrs. Frank A. Witt, Stebbins-Witt Grain Co., Indianapolis; F. E. Winans, F. E. Winans & Co., Chicago; S. A. Whitehead, St. Louis; E. M. Wayne, Delavan; W. S. Wonder, Peoria; W. S. Williams, Clinton; R. H. Wydrum, Chicago; W. A. Webb, Sheldon; Mrs. W. A. Webb, Sheldon; E. D. Wilkes, Kennedy Car Liner, Shelbyville, Ind.; J. C. West, Memphis, Tenn.; H. H. Wright, Brocton; C. L. Wright, St. Louis; B. L. Williams, Henderson, Ky.; F. E. Watkins, Cleveland, O.; J. J. Waller, Strawn; J. S. Wallace, Forest; Byron E. Williams, Blackland; Ross Woolford, Galton; Cyrus W. Weiss, Wilkes-Barre, Pa.; F. S. Wellepp, Decatur; C. H. Wade, Paris; J. O. Weddle, Cisco; Amos Weedman, Farmer City; L. D. White, Decatur.

Y.

E. H. Young, W. A. Fraser Co., Chicago; M. J. Young, The Philip Smith Mfg. Co., Sidney, Ohio.

### OFFICIAL ADVICE TO SHIPPERS.

H. O. Brown, who represents the North Dakota shippers at the Minnesota grain inspection department, having out of his experience observed that shippers had been sending in much defective grain and screenings, paying freight thereon in order to give it away to the receiving elevators, advised his people to clean their grain and keep the offals to feed at home. To what extent this wise advice was followed, we cannot know; but he has now come forward with a new suggestion to the effect that shippers should take better precautions to protect their grain from loss in transit. Less than 10 per cent of all cars received at Duluth, he reports, in a recent official circular to the North Dakota shippers, "are carded showing the date of shipment, the total number of pounds of grain loaded into the car by the shipper, and the car initial. The Minnesota law requires this, however."

Farmers' elevator managers and individual shippers are particularly lax. Instead of weighing grain into cars by standard scales, or hip scales, says Mr. Brown, "you have been shipping your grain without especial regard as to the legal requirements. The result is that you will find, upon looking over the State Weighmaster's records, that there is a variance in state weights, as compared to the shippers' weights, ranging from 100 lbs. to 1,000 and 10,000 lbs., and even as high as 21,250 lbs., on a car, either shortages, or often overages. Of course, it is not possible for such discrepancies to occur other than because of the lack of the shipper to carefully weigh every pound of wheat that he has loaded into his car; but instead he often simply estimates the weight of his car of grain, or the car has sprung a bad leak while in transit."

Mr. Brown, after advising care in weighing and cooping, concludes:

"If our North Dakota farmers and shippers of grain, when at Minneapolis, would but take a part of a day and walk out through the railway yards, or 'wheat fields' as more commonly known here, and see the piles of wheat all through the yards, ranging from ten to fifty bushels and watch a few of the flying switches that are being made daily, and see a car of wheat kicked into a standing train of other loaded cars at the rate of ten miles an hour, they would not wonder much at shortages in weights or leakages mentioned.

"I will call your attention to one other serious defect. By all means put in a screening machine, or cleaner, in every farmers' or independent elevator in the state, and save to the shippers of North Dakota the \$1,500,000 that is annually given away in dockage to the grain dealers at terminals."

The New England Board of Trade of Boston has appointed a committee of six to protest to the Interstate Commerce Commission against the new demurrage rules which allow only two days free time for unloading cars.

### INDIANA GRAIN DEALERS' MEETING.

The Mid-Summer Meeting of the Indiana Grain Dealers' Association was held at Claypool Hotel, Indianapolis, Ind., on June 2. President Wm. B. Foresman of Lafayette called the morning session to order at 10 o'clock a. m. and read his annual address as follows:

#### PRESIDENT'S ADDRESS.

It certainly affords me great pleasure to have the honor to address you for the second time as president of the Indiana Grain Dealers' Association. I had thought at the last June meeting that there would be only one more speech for me to prepare and that one would be the one that I gave at our annual meeting last January, at which time I was forced by my friends to accept the second term as president of your association. Now, there is very little for me to say to you, gentlemen, that you have not already heard me say; for the president's address of this association is mainly for the purpose of impressing upon its members the good derived therefrom; and I earnestly insist, gentlemen of this association, that you still lend your supporting influences to maintain and encourage the association to keep on doing more good at the time. I dare say that there is not one of us in this room this morning who would be willing to abandon the Indiana Grain Dealers' Association and go back to the conditions of the trade in 1896.

We don't look back and apprehend what conditions were at that time. Just think of it—we had no trade rules, no arbitration and not even any grain papers. Ah! I fear very few of us appreciate the benefits of our association. I am confident that if our farmer friends but knew the millions of dollars the work of our organization has made for them, they would pat us on the back and say: "Go on."

It is not only the large dealers who receive the benefits, but the smaller ones are now receiving treatment from the railroads and terminal markets that is fair and honest. I have talked with several substantial grain dealers in our state, who at one time were members of this association but have since withdrawn. They are not many in number, but we have a few; and I have said to them, that "while it may be you do not appreciate the association enough to keep up your dues, you will be like the old adage: 'We never miss the water until the well goes dry.'" You would not appreciate this association until it should be broken up and conditions reverted to the year of 1896.

Now, gentlemen, this association cannot thrive and benefit us unless we help to share its expenses and while it is in fairly good circumstances now, there are members who are delinquent with their dues; and we take the liberty of insisting on your paying up as soon as possible. The greatest trouble is with ourselves, for so many of us pay little attention to the association's work, but depend largely on other members keeping it up.

As I have stated before, the condition of this association is fairly good, owing to its good management and the conservative expense account of our secretary, Mr. Dillen; still we experience quite a good deal of difficulty in raising the money to pay the legitimate running expenses, so that its value to the trade must be doubled by many dealers. If we could get even 50 per cent of the grain dealers to support this organization by paying the present established dues, the association would be in a position to do twice as much work in the interest of all the members that it is able to do at present. I am not inclined to believe that the lack of support from our fellow dealers is intentional, but I think they are somewhat careless, and I am afraid they do not appreciate the benefits as they should.

I trust, gentlemen, that you will bear in mind that I have said with reference to paying your dues. This day is an excellent time to do so, and I am quite sure that there are those in this room who, if they were asked, would at once give our secretary or his assistant a check in full, and, pardon me, my dear friends, if I take this liberty of asking you. To date since our annual meeting we have taken in nine members, and I hope by our next meeting that I might be able to report three or four times again as many.

Most of us will have to admit that this organization has done much to improve conditions, but it has done only a little compared with what is necessary to be done to meet the situation confronting the generation unborn. In the great struggle to meet the emergencies of the future, this association has a part to perform, and now, gentlemen, let us all do our utmost to make the Indiana Grain Dealers' Association one of the best organizations of its kind in this country.

President Foresman then appointed the following Committee on Resolutions: P. E. Goodrich, A. E. Reynolds, E. C. Elliott.

The following committee was appointed to confer with a like committee from the Indiana Millers' State Association to arrange with the railroads for a series of "wheat trains" to run through the states: O. J. Thompson, Bennett Taylor, Fred Kennedy.

A. E. Reynolds of Crawfordsville read a paper on the subject "Evils of Advancing Money to the Farmers on Grain Purchased for Future Delivery," as follows:

Business in all its branches is in the midst of a mighty revolution. Methods which were in vogue a



few years ago are now found to be inadequate to meet the requirements of existing conditions; practices which were formerly looked upon with favor have in recent years been wholly abandoned.

The subject assigned me is not of my choosing. I shall therefore take the liberty to treating it somewhat more broadly than its title indicates.

"THE EVILS OF ADVANCING MONEY TO FARMERS ON GRAIN PURCHASED FOR FUTURE DELIVERY."

I think that advancing money where no contract for delivery is entered into is attended with vastly more evil than where some kind of contract does exist.

The practice of furnishing seed oats and taking a lien contract on the crops to be planted comes very distinctly under the head of advances.

I shall endeavor to show that all of these practices are evils detrimental alike to grain dealer and farmer. The practice of the country grain dealer acting as banker for the farmer is detrimental to both.

In this short article I do not expect to be able to point out all the evils arising from this practice, neither do I hope to be able, in one fell swoop, to eradicate the evil. If I am able to direct your minds to the subject; to get you to thinking of it in a serious manner; to induce you to reason out the co-ordinate relations existing or that should exist between dealer and farmer, then will I feel that my labors have not been in vain.

Reformations rarely take place suddenly. They are the result of slow revolution. Little lasting good comes from the spasmodic outburst of reform. The slow plodding method is the one which, in the end, accomplishes the real reformation.

I entered the grain business at a time when it was fraught with all the hazards possible to be imposed on any line of commerce. The entire business from the country grain dealer to the final consumer was one vast fabric of confusion. Dealers assumed to strive to outdo each other in the practice of unbusiness-like methods. Failure was the general result. Twenty-five years ago failure was the almost universal rule in the grain business. So sure as a man continued in the grain business for any considerable length of time, just so sure would he become a bankrupt. The causes of this wide-spread disaster were earnestly sought by a class of wide-awake business men who about that time entered the grain business. The first and most natural conclusion was that the business was handled on too small a margin of profit. The margins were therefore widened until a profit of from 5c. to 6c. per bushel was not uncommon. Still the grain dealers went bankrupt. Wide margins of profit would not meet the emergency.

Next attention was directed to the slow, expensive, wasteful methods of handling grain. In those days it would require ten men to handle as much grain through an old-styled warehouse as can now be handled by two men in a modern elevator. The leakage and waste was vastly more than it is now. To these pioneers in the grain business it was manifest that something must be done to cheapen the handling of grain and to minimize the waste. Necessity usually solves its own problems; so the modern elevator was established. What this improvement has done to revolutionize the grain business of the world is too well known to need reciting here.

The spirit of reform once started did not stop with the modern elevator. In rapid succession all other subjects within the purvey of the grain trade received attention. Inspection rules, weighing systems, cleaning methods, transportation facilities, freight rates, laws governing commission agents, each in turn came in for its respective consideration and reform. As I survey the last quarter century in the business, it is a marvel to me that such reforms could be made in the length of time. From chaos to order; from rotten business practices to sound ones; from dishonest to honest methods; from margins of five to six cents profit attended with bankruptcy, down to two or three cents followed by success. All within twenty-five years have been the reforms that have taken place in this the greatest enterprise of the world. Who has profited by it? Grain dealer, farmer, American commerce, consumers of grain the world over,—in short, who not?

In all of this wave of reform some evils were overlooked. They are one by one being eradicated, few remain. Among these is the evil of advancing money.

Failure is now almost unknown in the grain business; barring speculation, failures do not occur. From the farmer's standpoint it might be said, "It is of no concern to us, if the elevator man does fail." I claim it does concern the farmer very materially. While in a single instance a farmer may profit by being the recipient of undue favors, or by receiving more than his grain is worth, but if in so doing he contributes to the failure of the local grain dealer, or to the injury of the grain business as a whole, then he in the long run will be the loser. Every business must stand on its own foundation. The farmer deserves fair treatment, but he does not deserve more than is justly due him. When he demands or receives more than this, he is contributing to the breaking down of the equilibrium of business. In the gigantic plan of the eternal fitness of things, sound business principles must prevail. The individual or aggregation of individuals who enter the grain business with the idea that it can be carried on in a loose, co-operative, slipshod manner will fail.

This is just the reason why the so-called farmer elevators have generally met with disaster. Fair profits must be secured in order to meet the heavy expense the business entails. Sound business methods must be employed to overcome the extreme hazard. Great care and caution only can avoid the leaks which soon absorb both profit and capital invested. It is no boy's play to make a success of a country elevator. It is a wide speculation for the

layman. He had better get his experience on other people's money.

In dealing with the farming community it is not necessary to do the things that were required a quarter of a century ago. I can remember when the following type of advertisement was prevalent, and seemed to meet the then existing demands:

NOTICE TO FARMERS.

"I wish to announce to the farmers that I have established a grain business in Buncomville.

"Come and see me.

"I can and will give more for your grain than my competitors.

"I will give you honest weights.

"Plenty of grain bags free for the asking.

"I will advance all the money you want without interest.

"Free storage.

"Bring in your grain and get a square deal.

"JOHN BUNCOM, Buncomville."

Now let us see about how the modern, educated, sensible, reasoning farmer would interpret an advertisement like that. Such a farmer will say, "I see we have a new grain man who says he can give more for grain than any of his competitors. Well, if he does, he must have some new way of getting even. 'Free grain bags for asking.' How can he do that? Grain bags cost money. 'All the money you want without interest.' Why, any one knows that money is worth 6 per cent interest; even the banks are giving 4 per cent on deposits. How can this man expect to make anything out of furnishing it free of interest. 'Honest weights.' Well, I don't like that. Honesty does not need to exploit itself. It needs no advertising. I am suspicious of the man



M. T. DILLEN, SECRETARY.

who tells me he is honest. I want to learn that fact from other sources. His actions should indicate this fact to me. The honest man does not need to tell it. His dealings will stand as monumental evidence of his honesty. See here. How does this fellow intend to gain anything by allowing the public to occupy his valuable storage room free? Who is this fellow anyway who is promising so much for nothing? He must be a wonder. Oh, I see, it is 'John Buncom'; an appropriate name. I wonder if he is the same Buncom that went bankrupt at Eucherville. It must be the same fellow. He settled with his creditors there at ten cents on the dollar. When he closed his doors there he had a hundred thousand bushels of grain owned by the farmers, on this free storage plan. He had shipped out every bushel of it, sold it and put the money in his pocket; he settled with the farmers for their grain at 10 per cent of its value. No wonder he can give the farmers something for nothing, if he could settle with them in this way. No, thank you, Mr. Buncom, I will haul my grain to the man who wants a fair profit; one who pays for what he gets, and gives me a square deal, and does not need to advertise his honesty in the papers. I don't want to deal with the man who is so anxious to get something for nothing. He wants me to be under obligations to him. Thank you, Mr. Buncom, the gold brick days are about past."

Now, as a matter of fact, is not the reasoning of this modern educated farmer about the fact an honest way of putting it?

Happily the John Buncom variety is almost extinct. A few still remain. Some of his methods still linger. Among these is the practice of advancing money. It will finally be relegated to the depths of oblivion where many of the evils of the trade lie in peaceful repose. The time will come when something for nothing will be looked upon as a dangerous proposition.

Miss Melville, the celebrated American actress, in the play of "Sis Hopkins," recites in a homely way a homely but prevailing sentiment: "I won't do nothin' for nobody for nothin' that won't do nothin' for nothin' for me."

When the farmer borrows from the grain dealer, and particularly when he pays no interest, is it not

a fact that he is getting something for nothing? Can the grain dealer afford to give something for nothing? Must he not, as a matter of sound business practice, get a little better margins to meet the unbusiness-like drain on his profits? The farmer who draws money in advance may get the same price for his grain as the man who draws none, but is it not a fact that the whole business fabric is affected in some measure by this evil practice?

Mr. Farmer, is it not true that when you draw money from your grain dealer, particularly if you don't pay interest, you have a little suspicion that the grain dealer will try to buy your grain a little cheaper to make up for what the obligation costs him? If perchance your grain is off-grade or out of condition, don't you feel that the discount is a little heavier than it would have been had you not been under some obligation to your dealer?

Mr. Grain Dealer, is it not a fact that when you advance money you feel that you ought to get a little advantage to compensate you? Is it not a further fact that the principle of human nature to get even crops out in you and that you try to get an opportunity to do so?

Now, Farmer and Dealer, does not this money transaction, this something for nothing, tend to taint the co-ordinate relation that should exist between you? Let us analyze the situation a little more closely.

If the farmer has a suspicion that the dealer is trying to get even for free accommodations; if he feels that he is really under obligations for some favor, he is bound to be harder to satisfy. Suspicion will soon develop in his mind into an absolute certainty. When he has erroneously made up his mind that the dealer is not treating him fairly the dealer has made an enemy, and all on account of having tried to give something for nothing.

We have often heard a farmer say, "If I was not under obligations to Brown, I would haul my grain to Jones, but I got money from Brown and must haul him my grain." Often we hear of cases where he does haul his grain to Jones and pays the money back to Brown. Why? Simply because the obligation under which the dealer had placed him had, in a measure, destroyed his confidence. He feared he would not get as good a deal under the circumstances as he would if he had not been so situated. Getting down to bed-rock facts, both farmer and dealer, in this kind of transaction, contribute to the upbuilding of unbusiness-like practices, which in the end tend to undermine the pleasant, confidential business relations which should exist between them.

I have so far spoken of the effects of this practice as between the honest dealer and the honest farmer. Now, how does it work between the honest dealer and the dishonest farmer—the fellow who draws the money with no intention of hauling the grain or repaying the money,—in short, the dead-beat class? For these we have with us, always. I have known of cases where farmers obtained from the dealer oats ostensibly for seed, hauled it to another market and sold it for cash, never planting a grain of it.

In such cases, if the same had been obtained on proper contract, the dealer would have had recourse to criminal action against the perpetrator of such fraud. The amount involved is not large enough to warrant him incurring the expense of criminal prosecution. The usual result is that the criminal goes free. He soon seeks pastures new and other suckers verdant, and repeats the performance with the same success and impunity as before.

Again, we have the advancing practice carried on between the honest farmer and the dishonest grain dealer; for, regrettable as this may be, all grain men are not honest. We have briefly referred to the case of Mr. Buncom. Now we have showed you how Mr. Buncom settled to the great advantage of himself and to the lasting disadvantage of the farmers. If this Buncom advances money he has many ways of getting even with the honest farmer. Such a farmer appreciates the favor, finds himself under moral obligations. He honestly desires to fulfill these obligations. Buncom finds him desirous of so fulfilling them; proceeds to levy tribute in ways nefarious and to the honest dealer, past finding out.

The far-reaching effects of a business obligation resting on an individual cannot be comprehended. The honest, conscientious recipient of such favors is unable to repay the obligation to his own entire satisfaction. The unscrupulous dispenser of such favors never fails to turn to his profits such obligations with interest at usury. The honest dispenser of such favors is taken advantage of by the unscrupulous recipient and here the tables are turned. "Business is business" is an old and trite saying, but it means much. It implies all that is comprehended in the square deal. Do business in a square, honest, business manner. By so doing your motives cannot be brought into question. Do it in such a manner that your actions do not imply an apology for the business in which you are engaged. You are not under obligations to the farmer to give him any unbusiness-like favor.

When you do so you are putting your business and your motives into question. The high-class farmer expects you to deal with him as man to man. He is no longer conducting his affairs on the milk-sop plan. He resents any attempt at coddling or mollifying. If your business is honorable and you are conducting it in an honorable manner you do not need to apologize for it. If conditions warrant advancing money, do it in a business-like manner, on a note or contract, which binds you and the farmer alike. Your farmer friends will soon appreciate the fact that you are conducting your business on strictly business principles. They will respect you for doing so.

Of two competitors at a given station the one who proceeds along the line of square business dealings, refusing to do unbusiness-like things, treating everybody alike, insisting on his rights being observed, showing by his actions that his business and



his methods need no apology, will succeed over the one who is constantly offering these favors, who wants to do anything, business-like or unbusiness-like, to demonstrate to the public that he merits its confidence. Public confidence is gained and maintained more easily by subtle influence of square dealing on strictly business-like principles, than by the bombastic, loose, something-for-nothing plan. The kiss of the Blarney Stone has lost its influence.

I hope I have shown enough reasons why advancing money is an evil. No one is gainer by it. The question is, can it be done away with at once? No. It will take time. It will require a close schooling of dealer and farmer alike. The way to accomplish it is to show to the farmer that his interests are better served by not drawing in advance. He is left free and untrammelled when he goes to sell his grain. The dealer would then not be subject to the charges of extortion or unfairness on account of the farmer being under obligations for favors extended. The dead-beat class would find their means of livelihood taken from them. Everybody would be benefited by the elimination of this evil practice. When the farmer and the dealer alike are made to see the evil as it really exists, the practice will disappear. Then will the grain business have eradicated another of the serious evils which have long burdened it.

I believe the time will come when the farmers who do not ask or receive favors from the grain dealer will prefer to trade with the dealer who does not extend favors to anyone. This will mark another epoch in the great reform movement—the dawn of another new era in the grain business.

Prof. G. J. Christie of Purdue University, gave an address and illustration of the Moisture Tests in Grading Corn.

E. L. Southworth of Toledo opened the discussion which followed Mr. Christie's address by commending very highly the moisture test which had been shown.

Edgar Evans of Indianapolis, as representative of Indiana Millers' Association, made a short talk on wheat and said the millers of the state would co-operate with grain dealers in securing larger crops and better quality of wheat throughout the state. He outlined plans for running special wheat trains throughout the state and disseminating literature among the farmers.

L. H. Mummert made an address on "New Demurrage Rules." He stated the reasons for the rules to be the quick unloading of cars so that they may be used by others who need them.

#### RESOLUTIONS.

P. E. Goodrich made the report for the committee on resolutions as follows:

Whereas, The Grain Dealers' National Association, through its very efficient Secretary, has recently been canvassing the South for new members; and

Whereas, More than one hundred and fifty new members from that section have been added to that association; and

Whereas, We recognize the great benefits to be derived by the Indiana dealers from a closer relation with the Southern consumers; Therefore, be it Resolved, That we commend the excellent work being done by the National Association and pledge our renewed support to the National Association.

#### BOARD OF MANAGERS:

We recommend that the board of managers give careful consideration to the proposition of having such board composed of the chairman of the several district associations, and that they report such amendment to the Constitution for consideration at our next meeting next January.

#### NAMING SCALES.

Whereas, The weight certificates of the different terminal markets do not designate and specify the names of firm's scale upon which said grain or hay was weighed, thereby causing the shipping interests inconvenience and loss of such information that the shipper is entitled to; therefore, be it

Resolved, That the authorities having the supervision of weighing system in the different terminal market be instructed to have all weight certificates specify the name of scale upon which grain is weighed.

#### THANKS.

Resolved, That the thanks of this Association be tendered to the management of the Claypool Hotel for the use of this hall, and we recommend to the Board of Managers that we hold our next meeting in this hall.

The report and resolutions were adopted.

The report of the committee appointed to confer with the committee from the State Millers' Association on wheat improvement was read by O. J. Thompson and adopted as follows:

Resolved:

(1) That every grain dealer, both in the organization and outside, be requested to subscribe for from \$5 to \$25 worth of pamphlets, to be printed by the station, in regard to wheat culture, and to distribute such pamphlets at the mill door or to furnish the station with a list of names of farmers to whom the pamphlets may be sent under the Station's frank.

(2) That every grain dealer be requested to secure suitable wheat for seed purposes and furnish it to the farmers at a charge not exceeding 10c above the price of No. 2 wheat.

(3) That every grain dealer be requested to distribute such literature as may hereafter be published and to talk with all the farmers he knows in regard to the necessity of using improved methods of wheat culture.

(4) That the president appoint a permanent committee of three for the purpose of promoting an increase in the production of grain per acre in this state.

Following a short address by J. Vining Taylor, secretary of the National Hay Association, in which he invited all the dealers to attend their annual meeting at Cedar Point, Ohio, in August, the meeting adjourned, *sine die*.

#### MID-SUMMER NOTES.

Fred Jaeger and E. L. Southworth represented the Toledo market.

Cincinnati sent a delegation having A. C. Gale, T. E. Fleming and C. P. Brown.

From Chicago there were W. L. Vehon with Rosenbaum Brothers, E. H. Young representing W. A. Fraser Co.

Eastern markets were represented as follows: Baltimore—H. E. Elgert, C. P. Blackburn, Will Rogers, Jos. Warfield. Philadelphia—P. H. Markley. Boston—Seth Catlin, Jr. Pittsburg—Jos. McCaffrey, J. A. A. Geidel. Buffalo—J. J. Rammacher.

J. J. Young, representing the Philip Smith Mfg. Co. of Sidney, Ohio, had information as to how grain dealers could wash away their troubles. It was presented with a cake of toilet soap boxed so that it could be conveniently carried to the dealer's home office.

Machinery interests were represented by Willard B. Smith with Richardson Scale Co., New York City; J. H. Pank and C. L. Hogle with Invincible Grain Cleaner Co., Silver Creek, N. Y.; A. S. Garman with Huntley Mfg. Co., Silver Creek, N. Y.; J. P. Johnson with National Automatic Scale Co., Bloomington, Ill.

Those in attendance included F. E. Heinmiller, Indianapolis; Elwood Morris, Greenfield; B. E. Page, Mellott; O. J. Thompson, Kokomo; O. C. Moore, Waynetown; T. A. Morrison, Frankfort; E. E. McConnell, Indianapolis; F. B. Wilkinson, Knights-town; Frank Streng, Frankfort; C. R. Patton, Waveland; J. J. Snodgrass, Hillsburg; Burnett Taylor, Lafayette; J. T. Sims and Chas. A. Ashpaugh, Frankfort; Fred W. Kennedy, Shelbyville; C. W. Hinkle, Rushville; C. L. Stafford, Jamestown; John R. House, Hobbs; Geo. P. Shoemaker, Greensburg; Wm. N. Loughry, Monticello; Walter G. G. Davis, Tipton; R. P. Hilands, Bainbridge; C. Loughry, Monticello; Chas. F. Naber, Fairmount; J. W. Goulin, Summitville; J. W. Waltz, New Palestine; J. L. Seback, Anderson; A. Smith, Sheridan; Floyd Nul-lin, Burnettville; J. L. Brady, Rensselaer; A. P. Watkins, Lincoln; L. F. Maybe, Clayton; B. F. Crabbs, Crawfordsville; Wm. Donlin, Delphi; E. R. Moore, Bernard; Harry B. Seaward, Galveston; C. M. Barlow, Kokomo; Edgar H. Evans, Indianapolis; Fred B. Fox, Tipton; W. M. Borley, Milray; E. Hutchinson, Arlington; P. E. Goodrich, Winchester; Frank A. Witt, Indianapolis; Geo. L. Stebbins, Indianapolis; A. E. Reynolds, Crawfordsville; J. C. Bachelor, Sharpville; James R. Guild, Medaryville; W. W. Watrix, Lebanon; H. A. Myers, Francisville; E. E. Elliott, Muncy; E. K. Sowash, Middletown; B. L. Barrett, Greenfield; M. L. Conley, Frankfort; Wm. Nading, Shelbyville; Geo. L. Arnold, Bluffton; R. L. Nelson, Montpelier; Jos. Wellington, Anderson; E. A. Norris, Newcastle; J. S. Sillars, Crawfordsville; T. J. Connell, Milton; S. M. Beck, Frankfort; W. F. Jutz, Terhune; R. A. Kuhn, Argos; S. Pankert, Plymouth; W. W. Pearson, Upland; P. Engle, Albany; A. Beck, Frankfort; L. L. Heffner, Linden; J. A. Cortwright, New Harmony; W. H. Aiman, Pendleton; Wm. E. Brown, Pendleton; N. S. Davis, Frankfort.

The University Farm News says that in Minnesota during the past ten years the average yield of corn has been substantially 30 bus. per acre, against only 32 bus. for oats. Comparing the feeding values, the News says: "This acreage of oats weighs in round numbers, 1,000 pounds, and the corn, shelled, weighs in round numbers, 1,600 pounds. In comparison with bran at \$20 a ton the thousand pounds of oats

is worth \$9.50, and the sixteen hundred pounds of corn is worth \$17.36. The cost of producing corn, including rent, is \$10.44 per acre, leaving a profit of \$6.92. The cost of oats, including rent, is \$8.86 per acre, leaving a profit of 64 cents. These figures show such a profit in raising corn as to suggest to the farmers the necessity of increasing its acreage."

#### "COST OF HIGH LIVING."

The Durant & Elmore Co. smash at Albany, N. Y., reported on May 28, seems to have been superinduced by the "cost of high living." The manager of the firm, Gibson Oliver, was also the treasurer; and according to the Albany "Argus," Mr. Oliver has in recent months developed the joy-wagon and high-roller spending habit. On a salary of \$6,000 a year he maintained a summer home in the Berkshires with a retinue of servants and automobiles for himself and friends and traveled in millionaire style. Investigation since May 23 discloses the fact that Oliver is short about \$1,500,000; but how the money went, so far as the firm is concerned, the accounting experts are unable to discover. The affairs of the company are so mixed with that of the Chicago concern, that attorneys who have had large experience in the most complicated cases say that the condition of things is the worst they have ever looked into and that it may take years to straighten out.

The climax to Oliver's spending and speculation in wheat early in the year was precipitated when certain Boston bankers turned down Durant & Elmore's paper and the fact was reported to the firm's bankers at Albany, the National Commerce and First National Banks. These banks are interested (nominally, at least, for part of the loans are distributed) to the sum of \$500,000 or more. These sums were obtained, it now transpires, on manipulated bills of lading, a practice that was made easy by collusion, it is now claimed, with an employee of the D. & H. Ry. Co. The firm handled Western grain through an elevator at South Bend, Ind., and the procedure of Oliver and his accomplice in the Albany railroad office was about like this: "As soon as a carload of grain was shipped from Chicago (South Bend) to the Albany firm, Manager Oliver received a bill of lading, which he presented to one of the local banks and received the money. The accomplice whose duty it was to take up the bills when the grain was delivered by the railroad company did not do so, but held them out, with the result that they were used over again. Investigators in the East said that without the connivance of some one in the employ of the railroad company this would have been impossible.

Durant & Elmore Co. was organized in Chicago by W. O. Elmore, who afterward sold his interests to his son, E. W. Elmore, vice-president of the corporation, which was organized under the laws of New York. E. A. Durant is president and Wm. S. Day, secretary; capital stock \$75,000. The corporation had branch offices in Buffalo, Boston, Chicago (E. W. Elmore) and New York, but no one in those cities seems to have been hit by the failure. Immediately after the break proceedings were begun at Albany to dissolve the corporation and to wind up its business.

On June 2 Oliver and Henry C. Palmer, formerly freight agent of the D. & H. Ry. Co., at Albany, were arrested on a charge of grand larceny. Oliver is charged with grand larceny in the first degree in having obtained money on fraudulent bills of lading, which, it is alleged, were issued by Palmer, who is charged with a misdemeanor. Both men pleaded not guilty and subsequently were released on bail.

The warrant was served on complaint of the National Commercial Bank and the Railway Company, it being charged that on January 13 last, Oliver by collusion with Palmer, received \$22,000 on three fraudulent bills of lading.

The failure of Durant & Elmore Co. involved the Oneonta Milling Co., but as that company's property was only leased to Durant & Elmore Co., being the individual property of W. O. Elmore, and the latter family hope to save enough out of the general wreck to continue the milling business.



[Special Report.]

## OKLAHOMA GRAIN DEALERS' ASSOCIATION.

BY CLYDE E. LEWIS.

The thirteenth annual convention of the Oklahoma Grain Dealers' Association was called to order at 2:00 P. M., on May 24, by President J. S. Hutchins, of Ponca City, who called upon the Hon. Sidney L. Brock, president of the Oklahoma City Chamber of Commerce, to deliver the address of welcome.

Mr. Brock said among other things, that a terminal elevator is as good as built in Oklahoma City.

Mr. D. J. Donahoe, of Ponca City, in response, said: "In accordance with the spirit of the times, we meet here again in annual convention. Each time we return to your city, we find many changes. But one thing we find unchanged is the warm hospitality of your citizens." And again: "Personal acquaintance and goodfellowship promote confidence, hence the object of these annual meetings."

Mr. John L. Wright, St. Louis, said that St. Louis is the greatest soft wheat market in the world; and, inasmuch as our prices are above Liverpool, it would seem profitable for Oklahoma to ship her wheat to us."

Wm. Murphy, of the Kansas City Merchants' Exchange: "I want to thank Mr. Wright for his remarks. It must have been copied from one written about Kansas City." (Laughter.)

## SHIFTING GRAIN FIELD.

"The Shifting Grain Field," a paper by P. S. Goodman of Chicago was in part as follows:

Permanency of occupation of business depends upon the proximity of supplies and availability of markets. The manufacturer is influenced by both, but more largely by the market availability than the closeness of his source of supplies. The dealer in agricultural products is dependent solely upon the proximity of his supplies, for the market, however remote, is available. The miller may be indifferent to the nearness of the wheat fields, for he always has a local market, which, at least, gives him the profit of conversion. The grain dealer must follow the fields. The shifting of the grain belt, the changing character of the crops, give the grain business an element of uncertainty above the restricted uncertainty of continuous profitable occupation that results from partial and off-times widespread crop failure.

In our country the shifting line of agricultural production has been moving in an irregular line westward. As population multiplied, as centers of activity developed into cities and a continuous chain of towns and villages, the diversification of products to supply the needed food has driven the grain belt to cheaper lands, to sections of minimum population. The procession of harvesters has moved more slowly westward as the arable lands have become occupied, and we can now call the western boundary and limit the zone of productivity. However, the developmental character of the grain business has not yet been reached, nor the permanency of productive areas established. The immutable law of population will overspread these Western States as it has the Eastern, and within the present and next generations.

So long as an unbroken land remained ahead of the tide of population, the grain dealer has swept along with the pioneer farmer; and now on these Western lands the last stand of the old system is being made. The shifting of the grain belt is no longer an easy-going affair, no longer responsive to the surging wave of humanity rolling westward. The subjugation of the remaining land east of the Rockies is one of brain and skill, not of mere plowing and seeding; and in this subjugation the Western grain dealer has a very important part to play.

Continuous cultivation, seasonable upturning of the soil by the retention of moisture, will slowly work climatic changes that will change the country from a semi-arid to an arable region, but along with this slow conversion of the upland plains to the service of man is the urgency of the selection of better seed, and the adaptation of the farmer to the advanced methods of cultivation. These things will come as a matter of evolution, helped by the more progressive of the farming and related interests. We cannot control the seasons nor avoid the fluctuations of general yields, but we can and must increase the average yield.

The Western procession of the grain farmer and the grain dealer in the past fifty years has practically ended, and the line of least resistance is in the increase in the average yield, and the movement, while not liable to retrace, is destined to double on itself in the mid-continental region; for this Western country will remain the granary of the nation.

There are still great possibilities of production of man's staple food—wheat—in this region. There are 30,000,000 acres this side of the Rockies that will give an average yield of 450,000,000 bushels and suffice for an increase of 70,000,000 in the country's population, while the older lands, with diminished wheat acreage, will be made to produce more and supply the other foodstuffs essential to the varying pace of man and the animals.

Thirty years ago the country east of the Mississippi raised an average of six bushels of wheat per capita. Now it raises scarcely four. In the same

period, the trans-Mississippi region has lifted its production from five bushels to seventeen bushels per capita of its population. The shifting of wheat raising has been on an enormous scale, more appreciable in the total bushels than in the per capita basis. In 1870 the average crop was 162,000,000 east and 74,000,000 west of the Mississippi. In the next decade, the average was 300,000,000 east and 190,000,000 bushels west. In 1890 the average had fallen to 233,000,000 east and risen to 260,000,000 west. In the following decade the east remains stationary on the average of production, and the West is advanced to 525,000,000 bushels. During the last decade the proportions and totals have remained practically unchanged. The higher price of coarse grains, related to the cause of production, caused an enormous gain in the trans-Mississippi region, more largely in the new lands of Oklahoma, Texas and Nebraska than elsewhere.

This shifting of coarse grains is simply illustrative of the adaptability of the American farmer to the demands of the consuming public; and incidentally the holding of wheat production down to the average of ten years ago has lightened the volume of surplus for necessitous exports, and in the past three years we have had that peculiar, and to some people unaccountable, advance in price of our wheat over the Liverpool price.

In the general shifting of the grain belt, especially wheat, there has been added to the pressure of population the relative cheapness of the grain to other products, due to the fact that we have been the producers of a surplus, and the price entered into competition with the wheat raisers of other lands—in competition with the less cultured people of Russia, India and Argentina.

The shifting of wheat raising to corn and oats has been helpful to the farmer and the dealer in

all you have heard about Kansas City and St. Louis, so I will not say anything more about our facilities for handling grain although we want it."

The following paper was then read by John Fields, Editor Farm Journal, Oklahoma City:

## RELATIONS BETWEEN THOSE WHO GROW CROPS AND THOSE WHO PROVIDE MARKETS.

My conception of business is service, whether the business under consideration be that of running a railroad or other public service corporation, of buying and shipping and milling grain, of farming or even of publishing a periodical. All of us offer service, and all must finally depend on whether those to whom we offer service find it attractive, satisfactory and profitable to them in sufficient numbers to make our business profitable to us.

The laborer offers his labor; he has no way of forcing you to accept it. Unless you have need for what he offers and the belief that the service will be satisfactory and profitable to you, it is not accepted. The same freedom of choice extends through all ordinary lines of business and professional services.

The service which you men have to offer to those who grow crops is an easily available market. In the nature of the case, because of your large investment and your connections with the world's markets, your business partakes, in some measure, of that of public service corporations. Competition among you, such as exists among professional men or publishers or retailers, might easily be ruinous; it has been many times. And there is no permanent feeling of gratefulness toward you among producers, if, in the heat of competition, you pay more



OKLAHOMA GRAIN DEALERS IN CONVENTION AT OKLAHOMA CITY.

this country. There may be occasional years, in the near future, when our American wheat raisers will again be brought into competition with the people of other lands, and on such occasions the fall in the price will cause more local crop shifting.

While we have the capacity to provide wheat for our own people for some generations, there will remain an element of uncertainty in wheat, more than any other crop, due to the world. Canada, Siberia and Argentina have great possibilities in wheat raising, and to-day, if the duty was repealed, Liverpool and Winnipeg could undersell the West ten to fifteen cents a bushel in our principal markets. As long, then, as we have a price above the parity of the world, based on protective measure, we are liable to its repeal and resultant shifting of acreage.

In the past generation there has been abandonment of wheat raising over large areas, notably in Central Illinois, Wisconsin, Iowa and Southern Minnesota. Better returns on corn and oats, and in one case rye, have caused this shifting. One large area, central Illinois, was abandoned on account of insects, that might have been avoided by crop rotation. The series of calamities, that have effected the wheat raiser in the former big belt of Kansas will undoubtedly diminish the acreage of that section for some years to come, and yet only one of these events was avoidable—Hessian fly.

The grain dealer has constantly before him the possibility of contracting production from climatic sources, and the shifting of heavy production of one or two cereals by the inrush of population; but whenever the hand points unerring to permanent reduction of production, he will be wise if he shifts along with the fields. The Oklahoma and Texas dealer is alert to the call of the fields, for the past three years have taught him that production could shift by him as swiftly as Halley's comet; and this year their example will be imitated by the Kansans, who will be forced to call upon this section for some of the bountiful crops now indicated.

Bert Ball of the St. Louis Merchants' Exchange: "St. Louis is represented here because we want our market placed on a parity with the others."

W. C. Goffe of Kansas City: "I know you believe

than corn or wheat is worth. It is but natural that you should endeavor to do those things which make for the stability of the business in which you are engaged.

I am not one of those who feel that the producer always gets very much the worst of it in every transaction. At the risk of becoming unpopular among a portion of those whom my business it is to serve, I have maintained that it is not always wise, or likely to be profitable, for those who produce crops to attempt the elimination of the local dealer in sending them to the world's market. But I do not believe you have any vested and exclusive right to purchase any farmer's load of corn at any price that you may choose to offer.

Your relation to the producer of crops is strictly that of service. If, because of conditions which you have found necessary to the stability of your business, the individual producer is placed in such condition that he feels he is getting very much the worst of it and this feeling grows and spreads, there is trouble coming to you.

I know nothing of the details of your business, but I feel that I am speaking for its stability and future development when I ask you to bear in mind the fact that the producer and marketer each serves the other; that neither of you has any rights to business except as you earn them by service of a character satisfactory to the other; that reason and right and justice will triumph only to the degree that each of us is reasonable and right and just in our daily relations with each other.

## THE SHORTAGE IN TRANSIT PROBLEM.

The next paper was by F. C. Maegly, A. G. F. A., Sante Fe System, Chicago, as follows:

After a good deal of floundering, it occurred to me that full justice to your subject required collaboration. Accordingly, what follows may be accepted as the joint view of a number of men who have given the subject much thought, and may be said to represent the various interests—the owner of grain, shipper, railroad and consignee.

It is recognized that the following are the causes responsible for grain shortages, the same being stated in the order of their relative importance:

(1) Defective scales.



(2) Careless or improper weighing, recording or certification of weights.

(3) Wastage, cleanage, dockage; defensive measures by shippers in anticipation thereof.

(4) Careless inspection of cars just before and just after loading; shipper's failure to reject any car that cannot be safely coopered.

(5) Defective coopering of cars preparatory to their loading with bulk grain.

(6) Defective or unsuitable materials at points of loading for coopering of cars.

(7) Improper loading of cars; failure to protect end doors.

(8) Inherent shrinkage or change in the actual weight of grain during period between weighings at point of loading and unloading.

(9) Failure to weigh grain as loaded or unloaded.

(10) Pilferage.

(1) Defective scales.—It was deemed proper to give first place to defective scales. The proportion in service is surprising. We speak from our own direct experience and observation and that of others. Scales are neglected by their owners in general, inconsistent as that may seem. The scale is a delicate piece of machinery, no matter what kind or make. It must be kept clean, in good order, and in proper alignment. It should have a rigid, unyielding foundation. Great care should be taken by the owner to see that bind, defect or other derangement is not allowed to develop. Dirt or refuse must not be allowed to accumulate in the working parts of the scale, and the scale beam notches and poise should be kept free of dirt, dust, grease or rust. Particular attention should be taken to keep scales continuously in correct weighing adjustment. Every operator of a scale should provide some practical means of checking the accuracy of his scale. The tolerance error in new scales should never exceed one-half pound per thousand pounds, based on the weight applied up to the full rated capacity of the scale, and no scale should be used to weigh loads in excess of its rated capacity. The tolerance error in old scales with dulled pivots should not be allowed to exceed one pound per thousand pounds, based on the actual weight applied up to the scale's full rated capacity; and where greater error is developed, the scale should be put out of commission until repaired and adjusted by a scale expert.

The grain dealers and other shipping associations and individual shippers should unite, if practicable, and employ a number of experienced scale experts—men capable of installing, overhauling, repairing, adjusting and furnishing specifications for repairs or alterations. These experts should be authorized to specify the conditions which shall prevail in respect to the physical condition of each scale inspected by them, and reports should be rendered by them to some common or neutral office—for example, that of your secretary. Such reports should properly classify the scales inspected and the conditions pertaining thereto, especially where the weights obtained on the scales are used as a basis for invoicing, buying, selling, assessment of freight charges, etc.

H. A. Foss, Chicago Board of Trade Weighmaster, and his assistant, A. E. Schuyler, have shown great wisdom in drawing attention of all concerned to the urgent need of proper scale installations, thorough inspection of scales, and any needed repairs, adjustments, etc., by their owners and operators, care in weighing, recording and certifying weights. No grain shipper should be without a copy of "Shipper's Manual," issued by the Chicago Board of Trade Weighing Department, a vast number of which have been distributed by the aforementioned weighing department free of charge, in the interest of all concerned.

Scales of country elevators are trouble breeders, principally because their owners do not have them inspected frequently enough to detect their inaccuracy. During 1909 the Chicago Board of Trade Weighing Department tested 129 scales at country elevators located at different shipping stations tributary to that market; 67 per cent, or 87, of these scales were found to be out of order. Sixty-two of these scales were corrected. Of the balance, 13 were in such bad condition that they were condemned as unfit for use in weighing grain. The remaining 12 were condemned because of improper and defective foundations. Some dealers suffer shortages and do not know it because their own scales are weighing against them. No dealer, whose scales are not known to be in prime working condition, is in a position to cast reflection on the weighing of others.

It is only fair to state that many of the scales owned and operated by the railroads are neglected, but it is gratifying to observe that there has been an immense improvement in this respect, although the carriers' scale departments are not yet as well organized as it is believed they will be in the near future.

A number of roads are now advocating the plan of shippers and railroads making a common cause of the scale work adjacent to the railroad right-of-way. Such proposition, to be operated successfully, should be made as nearly neutral as practicable, and should be maintained by the users thereof on some equitable basis of distribution of cost of labor, material, transportation expense and supervision. The Western Ry. Wg. Ass'n is the nearest neutral organization within the reach of the carriers. By associating with the superintendent of that organization a suitable weight committee, representing the shippers and serving in an advisory capacity, many benefits would in our opinion result.

(2) Careless or improper weighing, recording or certification of weights.—Great care should at all times be exercised by the users and operators of scales to see that the scale is properly balanced before commencing to weigh, and that each weighing is performed with scrupulous care and accuracy. Every precaution should be taken to elim-

inate the chance of error in recording the weight, and where a given shipment or load is weighed in several drafts, the weigher should without fail show date and detail of the weight of each draft. Where compound scale beams, or beams, with denominational poises are used, the original weight record should without fail show full detail of the weight reflected by each poise, and also the number and denomination of the end poise weights used in weighing each draft.

The consignor, who has weighed the shipment as loaded, should without fail furnish the carrier's forwarding agent with statement setting forth the detail of the weight; that is, the weight of each draft, thus affording an opportunity to check footings and such weight certificate should invariably show the weight was arrived at—whether over wagon scales, warehouse or elevator hopper scales, automatic scales or track scales, and where the property is weighed and placed in a shipping bin at point of loading, or where it is run from the car into the bin and thence to the scale at point of unloading, the certificate should also state. Great care should be taken to avoid wastage between scale and car at point of loading or unloading, and in every case the car should be swept clean and the entire contents, sweepings and all, weighed and credited to the car from which it came.

Shippers and consignees who weigh property as loaded or unloaded should exercise constant care to avoid wastage between scale and car at point of loading, or car and scale at point of unloading. A defective sink or bin, elevator leg or loading chute, is frequently the cause of shortage. If all these could but relate the story of their life, many a shortage for which the much abused box-car has borne the brunt of the blame would be explained to the entire satisfaction of all concerned.

(3) Wastage, cleanage, dockage, defensive measures by shippers in anticipation thereof.—Cleanage, like dockage, invariably results in the elimination of weight, and where any part of the difference is accounted for, wholly or in part by either cause, the weighing certificate should so state.

(4) Careless inspection of cars just before and after loading, shipper's failure to reject and car that cannot be safely coopered.—The failure of any shipper to inspect carefully the interior of each car tendered for bulk grain loading is inexcusable. His failure to reject any car that cannot be and is not coopered in such a way as to avoid leakage in transit is indefensible. There is some excuse for shipper's failure to detect concealed defects, but not where such defects make their appearance as the car is in process of loading. A large number of shippers who are careful of their coopering beat all sides of the car with a mallet to determine whether any defect has escaped attention; and if any one found the same are coopered or the car unloaded.

(5) Defective coopering of cars preparatory to their loading with bulk grain. The shipper should thoroughly inspect the interior of every box car before loading and make sure that every crack or crevice or defect is safely coopered. He should see that the temporary grain door protection applied by him is free of defect and that same is applied in such a manner as to avoid leakage through the door. If frail doors are used, the bottom tier should be doubled, or securely braced to avoid any chance of their bulging in transit.

The little pamphlet compiled by Messrs. Foss and Schuyler, above mentioned, contains valuable advice and illustrations on this subject. Shippers are cautioned, however, not to use 20-penny nails and spikes for this purpose, as great damage is frequently done to the cars at destination in the effort to remove the temporary grain door protection, to say nothing of the serious delay to the operation of busy elevators.

(6) Defective or unsuitable materials at points of loading for the coopering of cars.—Shippers should, without fail, notify the local freight agent, superintendent or division freight agent, where defective or unsuitable material is furnished them for coopering the cars. Such reports should be specific, and explain in detail the difficulties encountered.

(7) Improper loading of cars, failure to protect end doors.—Many leakages are attributable to improper loading of cars, or the failure to provide suitable grain door protection for end car-door openings. In many cases the grain is loaded two or three feet above the level of the temporary grain door protection. In other cases, cars are loaded up to the end windows, no protection being provided for end windows. The position of the grain is shifted in transit, and in consequence leakage frequently occurs through the end windows. Shippers and local freight agents at loading stations are especially cautioned to be careful in this respect.

(8) Inherent shrinkage or change in actual weight of the grain during period between weighings at points of loading and unloading.—Where the grain is thoroughly dry and well seasoned at the time of loading, this factor (shrinkage or absorption in transit), need not be considered; but the fact remains that the shippers now and then are compelled to load damp or unseasoned grain, the actual weight of which may, and actually does, undergo a serious change between weighings at points of loading and unloading. Shippers, consignees, elevator men and boards of trade weighing authorities, closely questioned, will admit that considerable of the corn loaded the past season was susceptible of heavy shrinkage. It is estimated on good authority that some of the corn shipped during the past season in well coopered cars showed an absolute shrinkage as much as 400 pounds on thousand bushel cars during a short and reasonably prompt transit. Therefore, shippers, local freight agents, consignees and all concerned have a vital interest in seeing that the loading certificate as furnished carrier's forwarding and receiving agents should

show the actual condition of the grain as loaded and unloaded.

This view will be criticised by some of the carriers' claim departments on the theory that it will produce an additional number of claims for losses in transit, but on the same theory the shipper who loads damp grain is in duty bound to admit and state its true condition at time of loading. He is morally bound to notify the carrier's forwarding agent of the condition and perishable nature of the property as tendered.

(9) Failure to weigh the grain as loaded and unloaded.—The failure of shippers and consignees to weigh carefully the entire contents of each car as loaded and unloaded is inexcusable, and every shipper or consignee who weighs his grain as loaded or unloaded should furnish the carrier's forwarding or receiving agent with a certified statement of the weight, setting forth in detail the weight of each draft. If the weighing is performed over a wagon scale the certificate should show the date each draft is made and the wagon scale gross, tare and net. The date of the tare should be shown and also whether the driver was on or off the loaded and empty wagon as each was weighed. Where the weighing is performed by the shipper or consignee on railroad track scales, the certificate of weight should show whether the empty car was weighed light, and whether such light weight included all, part or none of the temporary grain door material applied in coopering the car.

Where automatic grain weighing scales are used, the certificate should show the make of scale, the weight of each draft and the number of drafts registered in weighing the loading or unloading of the car. The beginning or ending number and also the estimated weight of the residue draft, if any, should always be shown on weight certificate furnished by shipper or consignee; moreover, such information should be furnished promptly as each shipment is tendered at loading point and received at unloading point.

All weight certificates should invariably show whether the grain was weighed directly from the scale to the car at loading point or transferred directly from car to scale at unloading point, or whether the same has passed through a shipping or holding bin.

(10) Pilferage.—The protection of grain against pilferage should commence at shippers' loading plant, elevator, warehouse or siding, and it should not end until delivery of the car and contents at the consignee's elevator, mill, warehouse or siding. Special service departments on railroads and shippers' protective associations who have given this subject the closest study are urgent advocates of each shipper applying his own self-locking progressively numbered car seals immediately as the loading of each car is completed. If more than one day is consumed in the loading of a car, or if there are extended intervals of absence from the car while loading the car, the door should be closed and securely sealed or locked with padlock during such intervals. Where precautions of this nature are taken by shipper and consignee the investigation of discrepancies or losses is greatly expedited and the chance of a fair and correct disposition of each case is much better than where neglect prevails.

Many shippers wonder why the carriers do not equip box cars with permanent inner car door protection, such as will successfully avoid leakage of grain at the car doors and save the door posts and car floors from the serious damage resulting by nailing temporary material and boards to the posts; but that is explained by the fact that a large proportion of the articles shipped in box cars do not need the inner car door protection. The cost of equipping all box cars with permanent inner grain doors is quite a large item, particularly in view of the fact that the average in the territory west of the Mississippi River is in bulk grain service about twice a year.

Another great difficulty has been to find a door that will fulfill the practical requirements. There have been several hundred patents granted to inventors of grain doors, a large number of which have been tried, but defects developed which either rendered them useless or the cost of installation was prohibitive. Despite such discouragements, however, several railroads are earnestly striving to find an inner grain door that will be fool-proof, and which above all will provide the necessary protection against leakage of bulk grain and at the same time not prove an impediment to the loading or unloading of other freight.

It would be entirely out of question for the carrier to provide special equipment for the transportation of bulk grain. As a matter of fact, the existing box car equipment is probably today in as good an average condition as it ever has been since the transportation of bulk grain begun, but the value of bulk grain has increased to such an extent as to now make it necessary to avoid leaky conditions by any reasonable and practical means.

Some shippers are furnishing burlap with which to cooper defects in box cars. A competent authority estimates that not to exceed seven yards would be required to cooper the average defective car.

It is not the intention of those in authority on railroads to tender leaky cars for bulk grain loading, but grain shippers must co-operate fully by drawing attention to the condition of cars tendered them. No car should be loaded which ordinary inspection would show would leak in transit if loaded with bulk grain."

The Hon. J. E. Love, chairman of the Corporation Commission of Oklahoma, then gave an able and highly appreciated address on state transportation problems, after which the members adjourned for an automobile ride tendered by the Oklahoma City Chamber of Commerce, ending with a big Dutch



Lunch (with trimmin's) at the Fair Grounds Auditorium.

### WEDNESDAY—MORNING SESSION.

The morning session May 25, was called to order by President Hutchins, who appointed D. J. Donahoe, J. H. Shaw and W. T. Brooking a committee on resolutions.

H. B. Dorsey, president of the Texas Grain Dealers' Association, extended a cordial invitation to the members of the Oklahoma Association, and their visiting friends, to attend the Texas convention to be held at Ft. Worth on May 25-26. He also said: "Loosely drawn contracts are largely responsible for the differences which arise between men in the same line of trade. A strict adherence to arbitration is one of the best features of the association and a great money-saver. Let disputes between the members of different associations go to the Tri-State Appeal Board."

E. D. Bigelow, secretary of the Kansas City Board of Trade, commended the influence of gatherings of grain dealers and the settlement of differences by arbitration. Many disputes would be avoided by the adoption of more exact methods. "In my experience, I have found a very large per cent of the differences is caused by loosely drawn contracts." Let there be more uniformity, and there will be less cause for arbitration than in former days. Differences of ideas will arise between men of honest intentions, but it should be of rare occurrence. I have noticed that the oldest firms very rarely have claims for arbitration. Grain men should consider not only that their business is one of the most important in the country but one of the most honorable, and being a member of the Association should entitle him to credit and respect.

D. J. Donahoe: The suggestions on arbitration of differences due to loose contracts are good, but I think our greatest deficiency is in commercial honor. I have here a telegram just received from a Texas dealer who is in the room, offering to accept a car of corn that will grade two in any market, at 2½¢ discount, the market having declined that much. That grain is now way off there at the end of the railroad where I cannot handle it. We should cut out those buyers who will not stand by their contracts.

H. B. Dorsey: When you have claims against our members, arbitrate it. We insist that they must be fair. At the last meeting of our arbitration committee, four disputes between Texas and Oklahoma dealers were decided against our members, so you need not fear undue prejudice. Anyhow, you can take the cases to the Tri-State Board of Appeals.

After a general discussion, it was the general consensus of opinion that the carrier is liable to the buyer of grain on shippers' track.

C. W. Lonsdale, president Kansas City Board of Trade: The dealer is under moral obligation to deliver what he sells. For this reason there are often discrepancies between decisions of the courts and association arbitration committees.

J. G. Goodwin, weighmaster Kansas City Board of Trade: If you want to avoid shortages, cooper your cars, seal them and weigh them correctly. We are watching for leaks and trying to help you.

Jesse Vandenburg, of Blackwell, made the hit of the meeting. No one suspected the little fellow for an orator, but he certainly is a wit. He made some very telling points in his short address, which were vociferously received. He said in part: "I have found many white, square dealers in Texas, but I want to tell you the business of the average grain dealer is utterly lacking in method. No other business of any magnitude tolerates so many ridiculous abuses. The solution of the whole proposition is this: When you advance money to the farmer to harvest his crop, insist upon his signing a note therefor and charge interest. If you expect the farmer to do business with you like a banker, don't do business like a boy. Do business on business principles, and it will not be necessary to have the court appoint a receiver. Do not fail to invoice. Do not overload your car. Do not underload your car. Do business like a Rockefeller, and cut out your gambling and booze-fighting." His subject was: "Advancing money to the farmers without interest."

"Are shippers who sell No. 3 or better entitled to a premium for the 'or better' grade?" On this subject, U. F. Clemmons of Marshall said in part: When a man signs a contract for "No. 3 or better," he cannot expect pay for "better." It should read "No. 3" only. The contract should read exactly as the grade is. The intent of the question is to change the custom, and have the contract read the same as wheat, leaving no doubt as to the quality. Why cannot corn be sold No. 2, with No. 3 to apply just the same as wheat is sold? Do aside with the moral question of the matter, and deal with the hard facts and exact grade or quality of the corn.

Adjourned for dinner.

### WEDNESDAY AFTERNOON SESSION.

The afternoon session was opened by the reading of the minutes of the last annual meeting by Secretary C. F. Prouty.

The Secretary's report then read, was upon motion of Mr. J. E. Farrington, adopted. It was as follows:

#### SECRETARY'S ANNUAL REPORT.

As we look back over the thirteen years since the organization of this Association and note the changes which have taken place, the much good which has been accomplished, the many wrongs which have been rectified, we feel that its organizers builded better than they knew. Many of the problems which confronted them then, such as the scoop-shovelers, so much dreaded by reputable dealers with money invested in elevators and mills, who at one time operated at almost every station, have almost been eliminated, and only once in awhile does such a one crop out to cause a small flurry and then to sink away, put out of business by legitimate dealers. But we are not without our difficulties today, and many of the questions which confront us now are of even greater moment than those of the past.

The question of paramount importance before us at this time is: "How can we establish Oklahoma weights and grades?" You are all aware that it is well nigh impossible to sell our grain on other than destination weights and grades; and to eliminate this feature, so unsatisfactory to us all, it will be necessary to make united efforts along this line. Possibly this could be best brought about by the erection of terminal elevators, and the placing of at least one such is being agitated most strongly at this time. This is a matter which should command the consideration of every shipper in the state, inasmuch as we have no terminals where grain can be stopped and weighed other than private concerns. It would seem that our troubles are constantly increasing, and we are in daily controversy over differences in weights and grades; and until we take advantage of the agitation now current along these lines, we will continue to run in the same rut, at the mercy of the consignee, honest or not, as he may be. Pending action regarding the erection of such elevators, would it not be well to co-operate with the Kansas Association in the placing of joint inspectors at the gate-ways of Texas? We believe that the combined efforts of the two associations might bring about the results which we have been unable to accomplish alone.

We are unable to sell our grain on Oklahoma inspection and have used it heretofore only as a check, but at the present rate of inspection, 35c. to \$1 per car, which is in excess of any inspection fee at any terminal market, or of any state having an inspection law, this works too great a hardship upon the shipper from the fact that this inspection is not taken as final. The dealers in general have protested, and the matter has been taken up with the proper authorities without any degree of success as to the reduction of the present fee. We would recommend that the Association take some stand upon this matter at this meeting.

A practice which merits the condemnation of the reputable dealer of the state is that of free storage of grain in country elevators. We have upon our Statutes a law which fixes a penalty upon the storage of elevators unless the owners thereof have secured from the district clerk a public warehouse license, and it also stipulates a certain capacity necessary to secure such license. In this unlicensed storage of grain in elevators of too small capacity to secure such license, the dealer, while he may not be technically violating the law of the state, is taking undue advantage of other dealers, from the fact that when grain enters his elevator for free storage it has virtually passed out of competition. To a large extent, these tactics are only resorted to during that season of the year when the bulk of the grain has been moved. Many complaints have reached this office protesting against such practices.

New Seed Wheat.—One of the most satisfactory agitations which the Association has promoted during the past year is the question of new seed wheat. We found upon investigation that northwestern Oklahoma was shipping pure Turkey wheat out of the state, a large portion of which was going to Kansas City and grading No. 1. It was this grain which we recommended the dealers to secure and furnish to the farmers for their fall planting. This agitation very largely stopped the movement of this grain to foreign markets, and it was consumed by the dealers throughout different parts of the state and distributed to the farmers for seeding purposes. There is no feature of the grain business which establishes closer relations between the shipper and the producer, and makes more possible the binding

up and maintaining of our former standard than this of pure seed wheat.

Crop Reports.—From time to time during the year this office has gotten out crop reports, in which we have been hindered somewhat by delay or failure to respond to inquiries by the local dealers. We would urge the importance of these reports, in that it makes possible for dealers and shippers to know more clearly the exact conditions existing in all portions of the state. If each dealer would take the trouble to furnish us information as to the true conditions in his locality, it would assist us greatly in compiling these reports, which we believe would be of great benefit to all.

Arbitration.—Since the beginning of our fiscal year, May 1st, 1909, our arbitration board has been called together five different times and has taken up and disposed of twenty different cases. Eight of these were appealed to the Tri-State Board and four of them reversed. We believe that the larger portion of our members fully appreciate the value of this department. The time has come when every trade union, every board of trade and state organization of worth, appreciates and takes advantage of arbitration as a means of settling differences of whatever nature, and we feel that we should either enforce arbitration to the letter or abolish it entirely.

It is with a good deal of satisfaction we close our year's work, which in many respects has been a trying one. We have lost some members but have gained others, so that our membership remains practically the same as last year. We feel that with the co-operation of all members in interesting dealers who are out of the Association and urging them to become one of us, our membership might be largely increased and the Association materially increased.

A number of local meetings have been held, and we hope to continue this feature during the coming year. We feel that these meetings are a most efficient means of bringing vital matters before local dealers and of furthering our interests both individually and as an Association.

Let us start the new year with the determination to build up our Association and to secure the membership of every reputable grain dealer in the state. With the co-operation of every one of you, this may be done.

Treasurer C. F. Prouty made the following report, which was referred to an auditing committee:

From May 1st, 1909, to May 1st, 1910—

Total receipts from all sources.....\$3,524.00

#### Expenditures:

|                                   |                 |
|-----------------------------------|-----------------|
| Traveling expenses .....          | \$ 480.49       |
| Phones and telegrams.....         | 87.15           |
| Postage .....                     | 155.50          |
| Printing and stationery.....      | 43.70           |
| Office rent .....                 | 184.50          |
| Express .....                     | 2.95            |
| Furniture .....                   | 5.15            |
| Typewriter repairs .....          | 11.40           |
| General expenses .....            | 15.10           |
| Expense, last annual banquet..... | 256.22          |
| Salary .....                      | 1,500.00        |
| Clerk hire .....                  | 480.00          |
| Balance on hand.....              | 296.84          |
|                                   | <u>3,524.00</u> |

Due Association from members for dues... \$ 357.00

W. T. Brooking, chairman of the resolutions committee, read the following resolutions, which were adopted:

#### WANT ST. LOUIS PRICES.

Whereas, The price of grain cannot be established by any one market unless compared with the same grade in competing markets; and

Whereas, The prices of grain at St. Louis are not printed daily in the Oklahoma newspapers; be it

Resolved, That the Oklahoma Grain Dealers' Association, through its secretary, shall request the leading newspapers of Oklahoma to print a comparative market report of the principal grain markets tributary to Oklahoma, giving each market equal prominence. It is also

Resolved, That the members of this Association individually request the editors of the newspapers of Oklahoma to ask the Associated Press and other press associations for this information. It is further

Resolved, That a copy of these resolutions be furnished to each of said newspapers, to the Associated Press, and other press associations serving Oklahoma papers.

#### WANT RATES TO ST. LOUIS EQUALIZED.

Whereas, The State of Oklahoma is one of the great grain producing states; and

Whereas, In order that the producers of grain may receive the greatest benefit through competition of markets; and

Whereas, To derive a direct benefit from such competition it is necessary to reach the great grain markets where grain is accumulated for future sale; and

Whereas, St. Louis is one of the most important markets where grain may be sold upon future consignment upon any business day in the year; and

Whereas, The great grain producing section is tributary to St. Louis, and buyers and shippers of grain in this territory should receive the benefit of St. Louis competition; therefore, be it

Resolved, It is to the interest of the producer, shipper and carrier that rates to St. Louis be harmonized with prevailing rates to other points, and be made not to exceed rates to Memphis, Tennessee. It is also

Resolved, That our membership employ all reasonable and legitimate means in securing the benefit of this competition. Be it also

Resolved, That a copy of this resolution be furnished to the chief traffic officers of the lines serving St. Louis, and to the Oklahoma Corporation Commission.



Mr. R. H. Drennan's motion that a nominating committee be appointed, was carried; and Major Moberly, Jesse Vanderberg and R. H. Drennan were appointed.

Major Moberly of this committee, subsequently reported, recommending for president, W. M. Randells, of the firm of Randells & Grubb, of Enid, Oklahoma; vice-president, R. H. Drennan, Oklahoma City; secretary and treasurer, C. F. Prouty; directors—D. J. Donahue, Ponca City; J. E. Farrington, Chickasha; D. C. Kolp, Jr., Oklahoma City; Geo. A. Harbaugh, Alva; L. W. Lyons, Enid.

The report was accepted; the nominees were elected; and President Randells was escorted to the chair.

J. E. Farrington, of the committee on state inspection fees, reported:

Whereas, The inspection fee of \$1 collected by the state is excessive, unjust and out of proportion to same service elsewhere;

Resolved, That we protest against said charge and request its reduction to 50c, per car.

R. H. Drennan moved the appointment of a committee to confer with the millers on the adoption of a new scale of dockage for wheat.

President Randells appointed R. H. Drennan, J. E. Farrington and H. W. Cole as said committee.

Upon motion of W. A. Hayes, the secretary's salary was increased \$25 per month.

Geo. Scholberg stated that several meetings had been held with a view to organizing a company to build a quarter-million bushel elevator in Oklahoma City so that Oklahoma dealers could buy and sell grain on disinterested weights. It was suggested that outside shippers become stockholders.

Mr. Drennan outlined the work that had been done toward promoting the elevator.

J. S. Hutchins: If we establish terminal elevators, we will end our troubles with destination weights and grades. I think the point to build the elevator is right here.

G. M. Cassidy asked that those who favor the terminal elevator arise, and every one did so.

The meeting then adjourned to visit Oklahoma City's two stock yards now under course of construction by Nelson Morris & Co., and Schwartzchild & Sulzberger Co., after which everybody again assembled in the Fair Grounds Auditorium, where a good time was enjoyed, such as all millers and grain dealers know well how to most appreciate.

### MISSOURI STATE TAX ON FUTURES.

The Supreme Court of Missouri *en banc* on May 14 refused a rehearing in the action brought to annul the state law levying a tax (stamp) of 25c on each transaction in grain for future delivery, made on any grain exchange. The law requires a memorandum of every sale of products not actually delivered at the time of sale, and on which memorandum a 25 cent stamp must be attached. A part of the first section reads:

It shall be unlawful for any corporation, association, copartnership or person to keep or cause to be kept in this state any office, store or other place wherein is permitted buying or selling of the shares of stock or bonds of any corporation, or petroleum, cotton, grain, provisions or other commodities, either on margins or otherwise, where the same is not at the time actually paid for and delivered, without at the time of the sale the seller shall cause to be made a complete record of the thing sold, the purchaser and the time of delivery in a book kept for that purpose; and at the same time the seller shall deliver to the purchaser a written or printed memorandum of said sale, on which he shall place or cause to be placed a stamp of the value of 25 cents.

The law will be operated similarly to the beer inspection act, the state auditor supplying the stamps and accounting for the same to the state treasurer. The proceeds from the sale of the stamps will go to the road fund in the country districts and for streets in the cities, the distribution to be based upon the school enumeration.

An unusual transaction in flour sacks took place at Portland, Ore., on May 13, when Henry Mott, local purchasing agent for Kunst & Albers of Vladivostok and Hamburg, bought 1,000,000 flour sacks of Portland dealers for shipment to Manchuria. The sacks will be delivered to a syndicate of millers, which has begun extensive operations in Manchuria. The sacks were made at Portland.

[Special Report.]

### TEXAS GRAIN DEALERS' MEET.

BY HUNT McCALBEE.

One hundred members were in attendance upon the twelfth annual convention of the Texas Grain Dealers' Association, held in Fort Worth Thursday and Friday, May 27 and 28. Every minute of the two-days' sessions was lively and at times the debate waxed warm, especially when the question of grain inspection by Federal inspectors came up for discussion on the afternoon of the first day. There was no mincing of words when the members discussed what they termed, "Most unsatisfactory inspection of grain at terminal points"—points in Missouri appearing to be the markets at which the shafts were hurled. The speakers declared that grain inspection on the St. Louis and Kansas City markets was a farce, and that many petty practices declared unethical elsewhere were in vogue there.

The action of the Grain Dealers' National Association in lowering the standard of the moisture content in grain inspection was severely denounced in a resolution adopted with but little discussion, all of the speakers asking that it be adopted.

A resolution demanding that the telegraph and telephone companies in Texas be placed under the regulation of the State Railroad Commission was adopted; and the first day's meeting was lively in many respects.

The meeting was called to order at 10 o'clock on Thursday morning by President H. B. Dorsey of Fort Worth, who introduced Rev. H. W. Knickerbocker, who invoked the Divine blessing. Judge R. D. Gage delivered an address of welcome on behalf of the city and the Fort Worth Board of Trade, a "boosting" organization of professional and business men. B. E. Clements of Waco responded to the address on behalf of the Texas dealers, and J. S. Hunsings of Oklahoma City delivered the greeting of the Oklahoma Grain Dealers' Association.

In his annual address President Dorsey reviewed the work done during the year, and by the association during its existence. Among the benefits derived by the members he mentioned: A reduction in freight rates from 20 cents to 12½ cents per cwt. on corn and oats between common points in Texas, and the securing of a 15 cent rate on wheat; liberal milling-in-transit and storing-in-transit rates promulgated by the Texas Railroad Commission; the weeding out of the habit of overbilling and shipment of inferior goods; the annulment in other states of statutes prohibiting the importation of Texas oats; a modification of the uniform bill of lading order promulgated by the Interstate Commerce Commission; the securing of lower insurance rates on grain elevators; and the establishment of the arbitration feature, by which differences between members of the Association are adjusted. The address was substantially as follows:

As many of you are aware, the Interstate Commerce Commission issued Administrative Circular No. 76, which it was considered was liable to seriously effect the handling of grain under the storing-in-transit and milling-in-transit rules so long in effect. Your executive committee considered this matter of vital interest to our organization; and at a meeting of the executive committee, attended by a number of prominent millers and grain dealers, some of whom were members of our Association and others were not, the committee decided to send a representative to attend a hearing given by the Commission at Washington for the purpose of exerting all the influence possible to secure a modification of this ruling and to protect the transit rules practically as they stand. This hearing was attended by some fifteen hundred interested grain and mill men, and while the results were not as satisfactory as was hoped for, no doubt a great deal of good was accomplished in giving information to the Commission which prevented the abolishing of these transit rules altogether.

An effort has been made during the past year by the larger grain dealers at Fort Worth and other points to secure an increase of the minimum weights in grain shipments and two hearings on this question were given by the Texas Railroad Commission. Your secretary attended these hearings and while we were unable to prevent an increase in the minimum, yet we feel that through the efforts of our Association the heavy increase sought was defeated and the minimum as changed, advice of which your secretary has given you, will, we hope, not work too great a hardship on the members of our Association.

The Fort Worth grain dealers and the Fort Worth Freight Bureau appeared before a meeting of the Southwestern Tariff Committee, held in San Antonio in January, and secured the adoption by that com-

mittee of a resolution to give Fort Worth and other north Texas gateways proportional grain rates. A meeting of your executive committee was called by members of the committee, and it was decided at this meeting that such proportional rates would be detrimental to the interest of a large majority of the members of our Association, and your president was instructed to attend a meeting of the Southwestern Tariff Committee in St. Louis on February 23 and 24, and protest against putting in such proportional rates, and you have been advised by our secretary that we were successful in defeating the putting in of such proportional rates for the present, at least.

These matters, together with other propositions naturally coming up, have had the best attention according to the judgment of your executive committee and officers.

The report of your secretary will show that from a standpoint of membership and finance, our association is at its lowest point since we were fairly organized and started off. This can be accounted for in many ways; but I call your attention to what I consider the main causes contributing to this showing. At our annual meeting in 1907, some of the larger dealers concluded that our constitutional rules applying to the eligibility of members were too liberal, and that owing to the liberality of these rules, parties were admitted to membership who should not have been admitted, and members entertaining these views were successful in changing our constitution as to eligibility and advanced the membership fee from \$10 to \$25. Since that date our annual reports have shown a gradual decrease from 154 members to the present membership of 101. Besides this, owing to the ravages of the green bug and unfavorable seasons and the decreased acreage and yield of grain, have greatly decreased the membership, because of the retiring of a number of grain dealers in various parts of the country. These, in my judgment, are the main causes of the decrease in our numerical and financial standing. It seems to me that a crisis has been reached in our organization and that we must increase our membership and revenues or our prestige and usefulness will be greatly decreased. The question might arise in the minds of some, Is our organization worth the effort? I believe every loyal member of our Association will join in the assertion that it is.

Let us reflect for a few minutes on some of the results and benefits accomplished by the efforts of our organization to its members, the grain and milling trade, the producer, and the consumer of grain: It was through the direct efforts of our Association that the grain rates in Texas were reduced from 20c per hundred pounds to 12½c on corn and oats and 15c on wheat, between common points in the state, which in dollars and cents has saved the people of Texas millions of dollars.

It was through the efforts of our Association that the most liberal storing-in-transit and milling-in-transit rules were promulgated by the Railroad Commission.

It was through the efforts of our Association that the minimum weights on grain shipments were held down so long, lower than in any other part of the country, which was conducive to the interest of the sparsely settled country in particular, and the state in general.

When our Association was organized there were many shippers of grain who would over-bill or ship inferior goods and refuse to make their contracts good. There are some of these left yet, but our Association has weeded many of them out and improved others.

Some years ago, through fear of distribution of the boll weevil, some of the Southeastern states, by rules promulgated by the state entomologists and some by statute, quarantined against the shipment of Texas oats into those states. It was our Association that, through a committee visiting all of those states, secured the annulment of the statute and rules and that these states now permit our oats to be shipped into those states. This was a great benefit to oat growers and dealers as well.

Our Association, by having a representative present at Washington on the hearing on uniform bill of lading, secured modification of that instrument which has been worth a great deal to the grain trade.

Our Association, after its organization, secured a reduction of insurance rates on elevator property from 27½c to 40 per cent, which was a great saving to elevator owners.

It was through our Association first presenting to the Democratic state convention at various times and by securing a resolution by the Farmers' Congress, that the establishment of a State Agricultural Department was secured, which will eventually prove of great benefit to all the people of this state in the gathering and disseminating of crop statistics. Many other benefits will accrue from the work of this department.

The arbitration feature organized by our Association has saved large sums of money to its members, and all of you will doubtless admit that this feature alone is worth many times the cost of the Association, by furnishing an equitable channel through which honest differences may be adjusted without the trouble and expense of law suits, besides the good influence this department of our work has over many dealers.

It was through our Association that many excellent laws have been placed on the statute book; but as you have been advised of this branch of our work, I will not take up your time to enumerate them.

A vast amount of other work has been done and many benefits accrued to our members. Can we afford now to stop in the middle of the stream when there is so much for us to do? I feel sure that every member of this Association will feel the necessity of renewed effort to secure an increase in our membership from the desirable grain dealers and millers of the state.



In furtherance of this end you will pardon me for suggesting and recommending to you the following: That each member of the Association make a special effort to secure during the coming year at least one new member. While your officers and committee may do all they can, yet without the co-operation of the membership we cannot accomplish what we should.

I recommend for your consideration and action the following: That you amend Article 6 of our Constitution by inserting "\$10" instead of "\$25" as membership fee. While individual cases may come up that might suggest to some of the members, needed changes in our Constitution and By-Laws and our Trade Rules, yet I believe, when viewed from a broad standpoint that few if any changes, except the above, are needed; and in considering any changes that may be proposed, I suggest that you be very cautious and consider them well.

I recommend that you authorize and instruct your executive committee to make a thorough canvass of the state by having the secretary to make what they consider necessary trips, or in any other manner to make a more vigorous campaign for eligible members, as a large membership will broaden the scope of our work and influence for good and make arbitration more effective.

Authorize and instruct your executive committee to push the question of placing by statute the telephone and telegraph companies under the Railroad Commission or a corporation commission. Since our last annual meeting the American Telegraph and Telephone Company, a holding company, has purchased both the Western Union and the Postal Telegraph Companies; and the suggested action is more necessary now than before, in my judgment.

That you consider well the question of terminal rates into Fort Worth and other points and give expression, for the guidance of your executive committee in the future, to the action of that committee in February in opposing such rates has been criticized by some.

That this Association go on record as favoring the supervision by Federal Government of the inspection of grain at all terminal markets or other points where such inspection can be maintained.

That you pass a resolution condemning the action of the Grain Dealers' National Association in adopting a lower standard for moisture tests in grading corn and to demand of that organization a correction of this mistake, as we should set our standards high, and if our grain will not grade according to the high standard let us be honest enough to say so in the grading of grain. It has been clearly demonstrated that the merchantable grade of corn No. 3 at the present moisture test as established by the Grain Dealers' National Association, whose grades have been adapted by the various boards of trade and exchanges, will not keep in this climate; and the adoption of these rules has lost considerable money to our members and the grain trade in the Southwest, as well as to the consumer.

That you pass a resolution condemning what is known as "option" deals in the agricultural products of the country and call on Congress to pass a law prohibiting option dealing in grain. It is the opinion of many legitimate dealers that option dealing is a menace to the grain business and a detriment to the producer and consumer and of benefit only to the members of boards of trade and a detriment to the rest of the world, and should be prohibited.

With these suggestions for your consideration, with the belief that your action at this meeting will result in a credit to our organization, I thank you for your attention.

Julius W. Jockusch of Galveston, J. Z. Keel of Gainesville and A. P. Houghton of Plano were named as a committee on resolutions. The credential committee consisted of Charles T. Shearn of Houston, C. L. Moss of Dallas and R. L. Brown of Lavon.

In his annual report Secretary C. J. Gibbs declared there was a deficit in the treasury to the amount of \$446, and in estimating the expenses of the association for the coming year at \$3,000 he urged the members to provide a fixed income of that amount. He reported that the decline in membership of the Association was due to the fact that poor crops in recent years have caused a number of men to quit the grain business. He recommended that the initiation fee be reduced from \$25 to \$10, and this was adopted.

#### INSPECTION RAPPEL.

L. G. Bellew of Pilot Point, ex-president of the Association, introduced a resolution censuring the National body for lowering the standard of corn inspection, and it was adopted with but little discussion. The following is the resolution:

Resolved, That the Texas Grain Dealers' Association, in annual meeting assembled, condemns the action of the Grain Dealers' National Association in adopting the lower standard of moisture tests in grain grades in Northern markets, and especially as the same are applicable to the grading of corn. We know from actual experience that corn containing the maximum percentage of moisture, as now permitted in Northern markets, will not carry in this climate. We feel that our Northern dealers should say exactly what the quality of their corn is each season, and that corn containing excessive moisture should not be graded but should be sold on its merits.

Following adoption of the resolution, the Secretary was instructed to furnish copies of the paper

to the National Association, the Kansas City, St. Louis, Omaha, Wichita and Fort Worth Boards of Trade, and the Missouri, Illinois and Kansas departments of inspection.

The resolution was provoked and the discussion started by a paper read by Secretary E. D. Bigelow, of the Kansas City Board of Trade. "Inspection of grain at terminal markets—Is it just and fair?" was his subject, which he handled in a general manner. He contended that so far as it was within the power of the Kansas City Board honest inspection is made, and he declared that no member of his organization who was found guilty would be allowed to go unpunished. The moment he finished reading the paper and was extended a vote of thanks, a perfect cross-fire of questions came from all parts of the auditorium.

It was charged by J. Z. Keel of Gainesville that the Texas dealers were being imposed upon by the Missouri shippers; that the grain was mixed and "doped."

E. W. Rollow of Dallas said he had placed twelve orders in the Kansas City market this season and had been cheated eleven times. He said that in one instance he had ordered No. 2 sacked corn for delivery at Tyler, but that it was eighteen days in arriving and was rotted. He advocated a boycott of the Kansas City market until conditions changed.

Colonel Bigelow was on his feet in an instant, explaining that the chief inspector at terminal markets was appointed by the State Railway and Warehouse Commission, the members of which are elected by the people, and that the Board of Trade is not responsible for their selection.

E. R. Kolp of Fort Worth ventured the assertion that the Kansas City Board of Trade was being subjected to undue criticism.

Answering the proposition that grain purchased in Kansas City was not up to the standard ordered when delivery was made, Mr. Bigelow said: "We want fair inspection just as much as you do. The only true way of buying wheat and corn is to buy on both the grade and sample so you will know just what you are getting. When you buy on grade only you can't expect the dealer to give you anything better than the minimum of the grade called for."

#### TRADE RULES.

The following is a synopsis of changes in the trade rules suggested by J. A. Hughes of Howe, which, however, were not adopted by the trade rules committee: Fuller specifications in the original contracts, whether by mail or wire, such as the number of bushels or cars, the kind of grain or grade, the time of shipment and delivery; making it the duty of both the buyer and seller, within twenty-four hours after contracts are made, to mail, each to the other, a confirmation in writing, and in case of errors in transmission by telegraph or telephone, the differences to be settled by adjustment; that trades be made on standard grades and not by sample, and that the closest possible description of the grain be written; that in the absence of a specified time limit, immediate acceptance should mean within three hours, quick acceptance within five hours, and prompt acceptance within ten hours after receipt of message; that all receivers should keep each carload of grain, destination terms, separate from all other grains until weighed, and in the event of possible shortage a reweighing of the car so that errors might be detected.

L. G. Bellew of Pilot Point urged a simplification of the trade rules. He said:

The term trade rules is understood to mean in general rules governing transactions between individuals, and if observed is a safeguard to misunderstandings. Nothing can be more necessary to the grain dealers than a full and complete mutual understanding of contracts with persons with whom he has dealings than a well-defined set of trade rules governing grain transactions.

New conditions will arise and needed rules to govern these changes are necessary and should be enacted and put in force.

A perfect understanding of the trade rules and a close observance of same will eliminate disputes and claims which terminate in loss of confidence, arbitration and lawsuits and sometimes the business relations which have been pleasant and profitable.

Observation teaches me that our members do not study the grain trade rules as closely as they should. The greatest trouble in establishing rules or laws is the seeming multiplicity of them which when pre-

sented to the average man has a tendency to induce him to give up in despair of learning them. Therefore the necessity of having as few rules as will suffice and then shaping them as briefly as possible, to be lucid and easy to be understood.

I would recommend that the following be added to our trade rules:

To Rule 21: "In the event that a decision of the arbitration committee is unsatisfactory to one or both parties, the difference may be appealed for final hearing to the Tri-State Board of Appeals, provided that the appeal is perfected within ten days."

Also suggest that the following rule become one of our trade rules:

"On arrival of cars at destination it shall be the duty of the purchaser to have the cars inspected within forty-eight hours after arrival, provided he has received or can secure the bill of lading therefor. Any deterioration of the grain in transit resulting after said time shall be at the expense of the holder of the bill of lading."

Another change proposed was that on the arrival of cars at destination it shall be the duty of the purchaser to have the grain inspected within forty-eight hours, provided he has received the bill of lading, any deterioration of the grain after that time to be at the expense of the person holding the bill of lading.

The changes proposed were referred to the rules committee, consisting of E. R. Kolp of Fort Worth, A. B. Crouch of Temple, and D. W. King of Brownwood, who decided upon but few minor changes, such as the insertion of words to more clearly express the meaning of the rules in force.

#### CONTROL OF TELEPHONE LINES.

For the second time within the last few years an effort will be made to place the telegraph and telephone lines under the regulation of the Texas Railroad Commission. There was some opposition during the discussion, but when the show-down came there was but one vote against agitation of the matter. President Dorsey reported that the measure would have been enacted into law at the last session of the legislature but for the press of business and that such a bill could be put through when the lawmakers meet in January. C. B. Felder of Wichita Falls recommended in a letter that a \$1,000,000 company be formed to take over the 250 independent companies operating short lines in the state, in order to compete with the Southwestern, or Bell, Company. No action was taken on his letter, but the executive committee was instructed to use every effort to have the companies placed under the rules and regulations of the Railroad Commission.

#### CROP STATISTICS.

Sam H. Dixon, chief clerk in the state Department of Agriculture, contributed a paper on the value of statistics of crops. He charged that the totals of the grain crop in Texas this season are being overestimated and grossly exaggerated by an evil genius working in the interests of the grain speculators. He said the preparation and dissemination of proper statistics regarding any section of the country are absolutely essential to the development of that section, and he scored the state of Texas for not publishing bulletins necessary for the education of the public, saying his department was called upon for information on almost everything imaginable.

#### TRADE ABUSES.

E. W. Crouch of McGregor read a paper on "The Abuses of the Grain Trade." His remarks were liberally applauded. He said most of the abuses in the grain trade occurred when the market is on the decline, mentioning the abuse of contract, the weight and grade of grain sold; and in this connection he emphasized the statement that every buyer is entitled to merchantable goods. The sending of collect telephone calls and telegraph messages was mentioned, as were overdrafts, which he declared represented carelessness or willful misrepresentation. The cancellation of contracts and the refusal of shipments for trivial causes when the market is on the decline were strongly censured.

A resolution favoring Federal grain inspection was championed by J. A. Hughes of Howe, Secretary C. J. Gibbs seconding his motion that the resolution be adopted. Mr. Howe, Secretary Gibbs, H. B. Dorsey and Mr. Keel of Gainesville spoke in favor of the resolution, which was opposed by J. W. Jockusch of Galveston, C. F. Gribble of Sherman and John Stephenson of Fort Worth. That such a measure was



necessary to guarantee to the bread eaters of the country their just rights was the argument advanced by those supporting the resolution while the opposition urged that it was a big political movement and was entirely unnecessary. The establishment of a satisfactory system for grading cotton without governmental interference was cited by several of the speakers opposing the resolution.

The debate lasted all through the afternoon and until 7 o'clock when the first day's session was closed to allow the members to attend a theater party as the guests of the Fort Worth dealers.

## SECOND DAY'S WORK.

The discussion of Federal inspection was taken up when the meeting was called to order Friday morning. The question of the effect it would have upon the state's rights was discussed by Mr. Keel of Gainesville, who declared both state and Federal inspectors were in politics and that it would be swapping the devil for the witch. Mr. Hughes, of Howe, said that the dealers had tried inspection by state agents, representatives of boards of trade and private individuals, and that there was something lacking in each system, and that as a last resort the grain men must turn to the United States Government. E. W. Rollow of Dallas made a brief speech favoring the resolution; but after J. C. Hunt of Wichita Falls had made an address in which he opposed the measure, it was voted down, practically without opposition.

## TRADE RULES AGAIN.

The warmest discussion of the meeting was provoked by the proposed changes in the trade rules. The one affecting the time limit for return after the cars are unloaded was the match that set off the fireworks. H. Waldo of Muskogee, Okla., read a paper in which he suggested that a report on the weights, grade, and condition of the shipment be made by the receiver within ten days after the cars were unloaded, the full return to be made as soon thereafter as possible. J. F. Weiser of Hico concurred in the suggestions presented by Mr. Waldo.

The debate waxed real warm when J. Z. Keel offered a resolution calling upon the Association to demand that all receivers render a statement of the condition of the car and of the grain, along with the weights and grades, within ten days after the car had been unloaded, and that all persons who did not comply with that rule should be barred from filing a claim for adjustment of any discrepancy claimed. Motions to amend and table came so thick and fast and so many people occupied the chair during the acrimonious debate that followed, that parliamentary procedure was almost lost sight of. Everything but the original motion was declared to have been tabled when quiet was restored. L. G. Bellew then offered an amendment proposing a rule to apply to shipments west of the Mississippi River only, giving a twenty-day limit to dealers east of the river. President Dorsey left the chair and moved to refer the whole matter to the committee on rules.

Mr. Keel was on his feet in a moment, declaring that the motion made by Mr. Dorsey was one "to fix things," that he knew how members of that committee stood on the matter and what their decision would be. He said: "This is a matter affecting the interests of the small shipper as well as the large shipper, and I want the men of this convention to have a vote on it."

Mr. Kolp of Fort Worth declared that any rule making it impossible to file a claim, and making it mandatory that no claims be allowed after ten or twenty days, would be a violation of the laws of Texas, and would be illegal in every way and only cause trouble.

Several efforts to table the proposition were voted down; and when Mr. Keel, who made the original motion, agreed to eliminate the penalty provisions, it was put to a vote and carried, President Dorsey asking that he be placed on record as opposing it.

J. C. Hunt of Wichita Falls, who later was elected president, led the discussion on "side-steppers." He declared this practice was becoming entirely too general and that it could partially be avoided by

making contracts right and cutting off all relations with side-steppers. He advocated the adoption of the Golden Rule in the grain business.

The changes finally made were as follows:

Add to Rule 16—"When routing is required by contract"—Insert after the word contract in 8th line of Rule 4—"Contracts made after 6 p. m. shall be confirmed as above next business day."

Add to Rule 10—"And such rejected shipment shall not apply on contract, except when agreed to by buyer"—After the word "draft," on the third line of Rule 38, add "Or furnished immediately upon application."

## CROP CONDITIONS.

A report on crop conditions was called for, and members of the Association wore the smile that won't come off" when large acreages in wheat, oats and corn were reported, along with excellent prospects for a bountiful harvest. It is estimated by experienced grain men who were present that prices will open up in Texas fully 60 per cent higher than they did in 1900, when oats sold for 22 cents per bushel and wheat at 60 cents. They declare it is practically certain that wheat will open around \$1 and oats at about 45 cents.

That the harvest was in full blast was reported from a number of sections while in others it had just begun.

One of the most interesting reports submitted was that of the board of arbitration, showing the work done during the year. The report was read by E. R. Kolp and is as follows:

Herewith I beg to report the work of your arbitration committee for the past year:

This committee has held four sessions in Fort Worth, on the following dates: Aug. 24, 1909; Dec. 21, 1909; March 17, 1910, and May 18, 1910.

The total number of cases filed for arbitration since last June is forty-two, involving claims amounting to \$3,234.50. Of this number, seventeen involving \$1,250.71 claimed to have been disposed of by awarding to the claimants \$952.91.

Four claims involving \$315.99, claimed by the plaintiffs, were decided adversely to the claimants and judgments rendered in favor of the defendants. In four claims, aggregating \$407.30, the defendants were adjudged guilty of failing and refusing to submit to arbitration.

Four claims aggregating \$1,150.50 were compromised by the parties through the secretary and dismissed from the docket.

One claim of \$110 was dismissed by the committee as being improperly filed.

Twelve claims, involving \$1,076.83, are still pending on the docket.

Of the claims tried by us during the year, one was appealed to the executive committee, and the finding of this committee reversed.

One claim was appealed to the executive committee, and the finding of this committee affirmed.

Rehearings were granted by us in four cases. It has been our policy to render judgments only after a full and careful investigation of all the testimony filed, and in one instance we reversed our decision until a subsequent meeting.

The last numbered case on the arbitration docket is 754, which indicates that an average of about sixty-three cases per year have been filed since the organization of the association.

There have been no appeals this year to the tri-state appeal board, though several claims have been considered between our members and members of the Kansas and Oklahoma Grain Dealers' Associations.

There is one case now pending on our docket, where neither party is a member of this Association.

## ELECTION OF OFFICERS.

The election of officers was one of the last things on the program, the following being selected: J. C. Hunt of Wichita Falls, president; T. G. Moore of Fort Worth, first vice-president; E. W. Crough of McGregor, second vice-president; C. J. Gibbs of Fort Worth, secretary (re-elected); members of the executive committee (composed of three members and the four officers)—H. B. Dorsey of Fort Worth, C. L. Moss of Dallas and E. R. Kolp of Fort Worth.

Resolutions of respect to the memory of W. D. Van Wagenen, of Houston, and J. F. Edwards, of Dallas, members who died during the year, were read by C. L. Moss on behalf of the memorial committee and adopted.

A resolution of thanks was tendered to Mrs. J. P. Harrison of Sherman for a picture of her late husband, who was the first president of the Association.

Thanks to the retiring officers, to the city of Fort Worth and to the local grain men were extended by the convention, which adjourned for a trip to a suburban park where a Texas steer, barbecued Texas fashion, was served with the necessary trimmings.

The next meeting place will be determined by the executive committee next spring.

## HOLDING WHEAT.

"Holding wheat" in the Pacific Northwest has not this season been a profitable procedure for the farmers. Early in May 63c was paid for red wheat at Pullman, Wash., the lowest price in three years. A correspondent, about the middle of May, wrote that, "A large amount of grain that could have been sold for \$1 a bushel or more is still held by growers near Pullman, but some of it is being sold almost every day, and the visible supply is gradually growing less. Some farmers are anxious to sell at the low prices named, fearing a still greater decline, but are too busy seeding to spare the time. Others have hopes of a rally and higher prices later, and will hold their grain for a change."

"Many farmers who held their wheat are now trying to buy hogs to eat it, and if they could succeed in getting the hogs at reasonable prices they might get better value for their wheat in that way. But hogs are selling for 9½c a pound, live weight, and there is little likelihood of a decline in prices, for the supply is not equal to the local demand and stock hogs can not be bought in this part of the country. There is talk of shipping in hogs from other states to eat the grain held over from last season. It has been claimed by feeders, who are prepared to feed hogs and have some pasture, that \$1 a bushel can be secured for wheat by feeding to hogs when the latter sell for from 6 to 7c a pound. With hogs bringing 9c, or better the prospect of getting \$1 a bushel or more seems bright to the man who has hogs."

In spite of this experience, however, it is reported from Spokane that "The Farmers' Warehouse Association of the Inland Empire, controlling approximately 40 per cent of the 60,000,000 odd bushels of wheat harvested annually in eastern Washington and Oregon, north and central Idaho, and western Montana, will be formally organized under the direction of officers of the Farmers' Educational and Co-operative Union of America in Spokane on June 10. The purpose is to pool the grain grown in this part of the Northwest and sell it in lots of 100,000 bushels and upward direct to millers and exporters, charging the growers not more than one cent a bushel for handling and marketing."

"L. C. Crow of Garfield, Wash., state president for Washington and Idaho of the Farmers' Union, who was elected temporary president of the Farmers' Warehouse Association, says it is purposed to make a campaign to enlist all farmers in the Northwestern and Coast states in the movement, with a view to controlling the grain output and bringing the industry upon a profitable basis. No attempt will be made to advance prices, he added, but rather work to eliminate the middle man and let the farmers have the profits."

Former State Senator R. C. McCroskey of Garfield, Wash., one of the bonanza wheat ranchers in the Inland Empire said of the plan: "By forming into a compact organization the farmers will be in much better position to deal with the middleman and even with the railroads, although the latter are not of as vital importance to the growers. The federation will have the power by a two-thirds vote of its membership to levy a tax on all produce stored in warehouses for the maintenance of agencies, and it is also provided in the constitution that agents shall give bonds to the association to protect the members against losses."

All records on the Great Lakes for grain cargoes were broken at Duluth on May 11 when the J. H. Bartow left with 340,000 bushels of oats and 127,000 bushels of barley. The previous record was held by the W. B. Kerr, with 462,273 bushels.

R. J. Stephens, a Spokane grain merchant, of the firm of Stephens, Weer & Co., has declined the appointment of State Grain Commissioner, tendered him by Governor M. E. Hay of Washington and the State Railroad Commission. The office carries a salary of \$2,000.

Louisiana is expected this year to again break her record as a corn producer. Last year the crop was 51,000,000 bushels, or 23 bus. per acre.



(By Permission.)

## MARKET REPORT JINGLES.

BY F. S. RUTHERFORD, ST. LOUIS.

EYES AND EYES.  
(May 24, 1910.)

Blue eyes in the maiden,  
Blue-eyes in the corn;  
In the former real attractive,  
In the latter quite forlorn.  
Black eyes in the maiden  
Often win the heart of man,  
But a black eye to the market  
Knocks the best designing plan.

THE FESTAL MONTH OF MAY.  
(June 1, 1910.)

The festal month of May is gone;  
Gone with its razzle-dazzle,  
Worked by the "bears" in every grain,  
Worked finely to a fizzle.

Good-bye, thou festal month of May,  
Thou were so cold, unfeeling,  
Thy passing none regrets at all,  
Thy heartlessness revealing.

Thou chilliest the ground, retardeth growth  
Of corn that had been planted;  
With liquidation fed the bears,  
Who had thee well enchanted.

KORN KROP 4CAST.  
(June 3, 1910.)

When the frosts of bleak December  
"Monkey" with the fields in June;  
When the bearskin laps the straw hat,  
And the steam heat is in tune,  
Then the corn that has been planted  
Can not germinate and grow,—  
Small ears and mighty seldom,  
Will be found in every row.

THE HESSIAN FLY.  
(June 4, 1910.)

The Hessian fly disports itself  
In wheat fields here and there,  
Playing havoc with the plant  
And bringing farmers care.

The speculator in the pit  
Cares not for Hessian fly,  
But selleth "wind" in lieu of wheat,  
Accumulating pie.

REFLECTING.  
(June 6, 1910.)

The speculator in the pit  
Sometimes grows very bold  
Selling "wind" in hurricanes,  
Until much oversold.

KORN IS KING.  
(June 8, 1910.)

Korn is King of great renown,  
Long wearing a bejeweled crown;  
And though the bears have pressed him hard,  
His progress will not long retard.

THE CUT WORM.  
(June 10.)

With the cut-worm getting busy,  
And the ground so cold and wet,  
With the weeds grown tall and thicker  
Than the corn can ever get;  
With replanting necessary,  
And the season growing late,  
Of the corn crop that is coming  
What will be the final fate?

—Sommer &amp; Albrecht's "Early Bird."

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## NEW ELEVATOR.

*Editor American Elevator and Grain Trade:*—We have our new elevator near completion and will be ready for the new crop.

Wheat will be somewhat better than was anticipated four weeks ago, but fly has done a great deal of damage to crop here.

Respectfully,

F. J. TOWNSLEY ELEVATOR CO.  
Emison, Ind.

## SOME INDIANA CHANGES.

*Editor American Elevator and Grain Trade:*—The big elevator at Moran, Ind., owned and operated by O. A. Davis & Co., has been purchased by Earl C. Ogle and his father, of Forest, Ind. They took possession on June 1. They are both experienced elevator men.

N. W. Mattix of Frankfort, Ind., has closed a deal with J. W. Witt of Lebanon, Ind., purchasing two fine elevators of Mr. Witt at Lebanon. Both elevators purchased by Mr. Mattix are well equipped for

handling of grain and do a flourishing business both at wholesale and retail.

Frankfort, Ind.

C. R. C.

## NEW GRAIN FIRM.

*Editor American Elevator and Grain Trade:*—At this late date we take the liberty to inform you that upon April 1, 1910, John W. Prather and Isaac F. Groves succeeded the Brainer & Prather Grain Co., and will continue the business under the firm name of Prather & Groves.

Yours very truly, PRATHER & GROVES.  
Williamsville, Ill.

## CROPS IN THE NORTHWEST.

*Editor American Elevator and Grain Trade:* Wind and cold have retarded crops and the top growth is not farther advanced now than a year ago. However, all field crops are very well rooted.

The past ten days have been cold and windy, but we have had rains over nearly all of the three states within forty-eight hours and now need only warm weather and sunshine to make good growth.

On the whole we regard conditions today as quite satisfactory.

Yours respectfully,

THE VAN DUSEN-HARRINGTON CO.  
Minneapolis, June 9.

## "PENALTY CLAUSE."

*Editor American Elevator and Grain Trade:*—Below is an item taken from editorial columns of the "American Elevator and Grain Trade":

Certain stockholders of "penalty clause" farmers' companies in Nebraska are getting uneasy, having been legally advised that the attorney-general has said that the clause is illegal and in violation of the anti-trust law of the state.

It is to be hoped that the "American Elevator and Grain Trade" will be fair enough to give its authority for the statement made above to the effect that Nebraska co-operative companies have been advised that the "penalty clause" is in violation of anti-trust law of the state, and at the same time give us the words of the Attorney General containing the advice. There are a great many co-operators in Nebraska who are "from Missouri," and we will have to be "shown." If I am correctly informed, no case involving the principle mentioned has ever been carried to the higher courts, and the only case ever tried on its merits occupied two or three days in the County Court of Thayer County, Nebr., and the decision was to the effect that the maintenance principle (erroneously called "penalty clause" by enemies of the co-operation) is not in violation of Nebraska state laws and is not in restraint of trade. The principle involved is most clearly stated in the by-laws of the Farmers' Grain Co. as follows:

Sec. 7. The stockholders of this corporation shall sell to its agents (if such agency is established at their nearest market) all their farm products whenever this company pays as much as any other dealer is willing to pay; but if any other dealer is willing to pay more than the agents of this company, then said stockholders may sell their products to the other dealer and shall pay for maintenance to the agents of this company one cent per bushel on all grain so sold, and of other products an amount to be fixed by the board of directors."

Other co-operative companies have sometimes stated the principle in language less fortunate in its wording, but the principle at issue is everywhere the same as the above Sec. 7, in which there is no "penalty" imposed, but the stockholder has been clearly impressed with the idea that he has agreed to do his marketing through the firm that he helped to capitalize and he is obligated to help pay the operating expenses of the company by patronizing it. If a competitor ever pays more than his own company, he will be overbidding the market, and the stockholder can then abundantly afford to pay something from his extra profits to keep his own company in working condition. That is all there is to the "penalty" bugaboo. Enemies of co-operation have worked overtime to create a prejudice against this provision, but many of them have finally dropped the subject, and reputable journals will not long be found that are willing to lend their columns to the hitherto popular misrepresentation of this principle.

The Thayer County case is not the only one in which authority stands on the side of the co-operative companies. In Iowa for several years a wordy war raged about this provision. Enemies of co-operation viciously attacked it in the press, but were careful to confine their attacks to the bushwhacking tactics of bluster and braggadocio, never daring to take a case into court. Finally, in order to test the subject, Attorney General H. W. Byers of Iowa had the case presented to him for his opinion and he wrote and published that opinion, declaring that co-operative companies had a right to pay their operating expenses as they saw fit, and that the maintenance clause of co-operative company by-laws was within their rights and was not in violation of any existing law.

In the face of this opinion by the highest law officer of a state and in the face of a favorable decision by the only lower court that has passed on it, is it not about time that the bushwhacking tactics of implied statements and pretended official utterance was stopped?

Yours very truly, C. VINCENT,  
Manager The Farmers' Grain Co.  
Omaha, Nebr.

## WHEAT IN BRAZIL.

Wheat has never been counted as one of the characteristic products of Brazil; but as the government of that republic, in imitation of other and older peoples, has come to the point of attempting to introduce an exotic industry, to be encouraged at a disadvantage compared with wheat culture in the Argentine, say, two American gentlemen have been recently called to Rio to consider the proposition of establishing the industry.

It appears from press discussions of the subject, never entirely reliable, that the purpose is to begin experiments in Parana, a state touching the coast midway between Rio Janeiro and Rio Grande do Sul, latitude 25°S. being about midway of the state, which is rather mountainous. It is also found in old travelers' stories that both Parana and Rio Grande do Sul, still further south and bordering on Uruguay, were once wheat producers, especially in the 17th and 18th centuries, but for a hundred years or more Brazil has exported other products more easily and cheaply grown than wheat, and trading them in the United States, Europe and Argentine for flour, meal, etc., the imports in 1907 amounting to 247,000 tons of wheat, milled chiefly at Rio, and 171,000 tons of flour. The bulk of wheat was shipped from the Argentine and the United States (to the more northerly parts).

## WHO IS FEEDING THE WORLD?

In 1907, the United States produced 634,000,000 bushels of wheat, in 1908 it produced 664,000,000, and in 1909 no less than 737,000,000. Yet the European tables show that whereas this country and Canada, up to the middle of the ensuing April, sent 149,000,000 bushels to Europe from the crop of 1907, and 129,000,000 from the crop of 1908, it has sent only 67,000,000 from that of 1909. Europe has nevertheless imported, from all quarters, 60,000,000 bushels more than in either last year or the year before, and the reason is, that Russia has sent out 120,000,000 bushels more from the crop of 1909 than from that of 1908. The same thing happened with the crop of 1895, from which the United States sent out 32,000,000 bushels less than a couple of years before, and Russia and the Danube 56,000,000 bushels more. "In 1895," says the New York Evening Post, "it was speculation and high prices in America which did the business."

The grain companies operating in the Lewiston district of Idaho have asked the state officials to locate a grain inspector at Lewiston to inspect the grain of Latah, Idaho, and Nez Perce Counties, so that it can be placed on the market under the Idaho inspection. At the present time the grain is inspected on the coast under the Washington law which by a recent court decision has been practically obliterated.



## SASKATCHEWAN ELEVATOR COMMISSION.

The Saskatchewan Elevator Commission began its investigations into elevator conditions in that province of Moose Jaw on May 19. The purpose is to find out, "What are the existing evils in the grain trade which a state-aided system of elevators would remedy;" and whether these evils, if any, can not be remedied without resort to so radical a step as that proposed in Manitoba, to wit, government operation of elevators.

The four farmer witnesses heard at Moose Jaw were practically unanimous in condemning the present system of privately owned elevators and in urging the need of a better system to take its place. They were equally positive in their condemnation of any system of monopoly in shipping, whether in the hands of government or of private companies. Thus each witness declared for the retention of loading platform. As one witness humorously put it, "when Grits are in power the Tories can use the loading platforms, and when the Tories are in control why the Grits can use the shovel."

It was believed that the value of a government system of elevators was possible and that it made a sample market. Such a market would put the different classes of buyers into competition with each other for the different qualities of grains. Not alone was there need for a remedy of the abuses due to private ownership of storage facilities, but, as one witness put it, the establishment of a system owned by the State would be the thin edge of a wedge of public ownership and operation of all transportation facilities and the creation of a system of internal storage operated under an independent commission.

E. M. Partridge, manager of the Saskatchewan Grain Growers' Association, was opposed to any reform that fell short of government ownership. "The whole system of private ownership is undesirable."

C. S. Austin, manager of the Saskatchewan Flour Mills, furnished the point of view of one of the largest firms of the Middle West regarding alleged abuses suffered by farmers at the hands of the elevator men. Prof. McGill, chairman of the Commission, as interrogator, took the matter up point by point with respect to grading, weighing and dockage, and recited the evidence given before the commission by farmers alleging abuses. The whole tenor of Mr. Austin's replies was to the effect that whatever might have been the case in times past, so far as his own experience went he did not believe that there are grounds today for the charges made. Farmers are protected by law, by competition among the elevator companies, and by the loading platforms. Of course many farmers possibly are ignorant of the law and then, too, there is the possibility of dishonest operators to be considered. He contended, however, that on the whole the elevator business will compare favorably with any other business or commercial concern in the matter of honesty of methods and purpose.

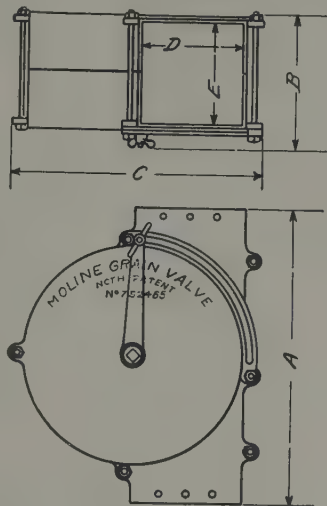
Mr. Austin further said that if the elevator of the Saskatchewan Mills were used for storage purposes only and not in connection with the mill, it would not pay, and put figures illustrating his point of view before the commission.

Answering Prof. McGill on the prospects of the growth of the mining industry, Mr. Austin considered there would be a gradual growth of the industry in the province for a limited time and then he would expect to see a decrease. That was the experience of Minnesota, South Dakota, and North Dakota, where a number of mills are going out of existence. In a measure the same is true of Manitoba. He expected to see an increase in moderate sized mills in Saskatchewan during the next twenty-five years in order to take care of the Western trade but these could not compete with Eastern or foreign markets because of the higher cost of labor, of power and of heavier freight rates. The disadvantages of the establishment of the milling industry in the province are these three causes, allied to an inability to draw from the terminal markets. The advantages are, on the other hand, the ability to supply the Western market and to select wheat at first hands from farmers. In the locating of a

mill, terminal storage is largely a factor and terminal storage within the province would lead to a larger milling industry in the province.

Mr. Austin said that a government system of elevators would not, in his opinion, pay at 1½ cents, and if competitive elevators are retained, there would be a tendency on the part of companies to cut rates for a time, eventually returning to a reasonable charge when unable to hold out longer.

Further questions were asked as to dockage, etc., in answering which Mr. Austin declared that Saskatchewan is likely to have a trade name attached. Even now he said in Europe and in the eastern prov-



DETAILS OF THE MOLINE GRAIN VALVE.

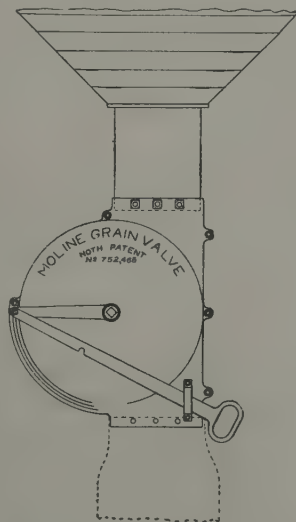
inces dealers are charging more for Saskatchewan flour and oats, because they are products of Saskatchewan.

The Commission will make several other places where witnesses have been or will be examined. The testimony varies. At Weyborne one important witness favored a government-owned system of elevators, but insisted that it should not be allowed to come under political control. A sample market he considered necessary if the farmers are to get justice. Several witnesses gave the opinion that the elevators should be owned by the government, but should be under the control of the grain growers. W. F. Methers, president of the local Grain Growers' Association, was first to advance this idea, and he was echoed by several witnesses.

This is a fair sample of the testimony taken elsewhere.

## THE MOLINE REVOLVING GRAIN VALVE.

In many departments of the milling and grain trade there is a positive necessity for a grain valve for closing or cutting off the flow of material which



BIN BOTTOM SACKING VALVE.

will not mash or mutilate the grain which passes through it. The Moline Grain Valve, manufactured by the Barnard & Leas Manufacturing Company of

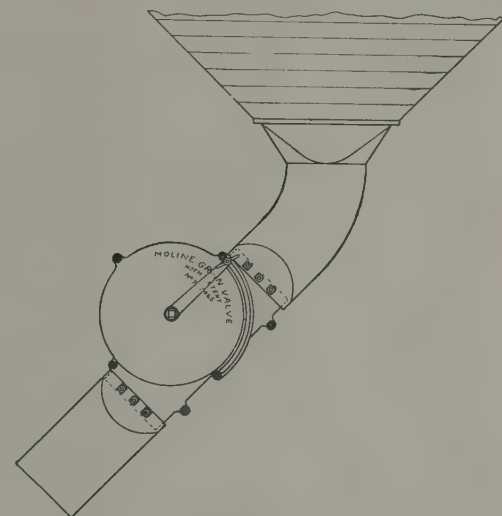
Moline, Ill., is the direct result of experiments by that firm to perfect the above mentioned article.

A glance at the accompanying cuts will demonstrate clearly the principle and application of this revolving grain valve. With it the closing or shutting off of the stream is done by allowing the valve to go over a stream of grain in an angular motion, the angle diminishing as the passageway becomes closed. Such an action, the makers say, precludes any possibility of smashed or broken grain.

The manufacturers of the Moline Grain Valve further assert that it will positively never leak, regardless of the number of times it may be used, or of the fineness or roughness of the material being used. When the valve is closed it allows the material to choke itself up so as to close up whatever small openings the valve itself is unable to close at that point between the bottom of the outside case and the revolving cylinder.

The valve casing itself consists of a box which fits at each end into the grain spout and which forms, as shown in the cut, a semi-cylinder. There is further, the makers say, no chance for the grain to get around between the plates and the outer casing of the valve.

As to general points on the Moline Grain Valve, it is stated that it can be installed or used in any position on any class of material. It can be used on either square or round spouts and can be handled by anyone with ease. It is made in four styles and seven sizes. Further particulars on prices and



SWIVEL BIN BOTTOM VALVE.

arrangements for a trial may be obtained by writing directly to the Barnard & Leas Manufacturing Company, Moline, Ill.

## SUMMARY OF CROP CONDITIONS.

The following tabulation is a summary for the United States of crop conditions on June 1, with comparisons, as estimated by the Bureau of Statistics of the United States Department of Agriculture:

| Crop.                 | 1910. | 1909. | 1908. | 10-yr. av. |
|-----------------------|-------|-------|-------|------------|
| Winter wheat .....    | 80.0  | 80.7  | 86.0  | 81.9       |
| Spring wheat .....    | 92.8  | 95.2  | 95.0  | 93.0       |
| Oats .....            | 91.0  | 88.7  | 92.9  | 88.4       |
| Barley .....          | 89.6  | 90.6  | 89.7  | 90.5       |
| Rye .....             | 90.6  | 89.6  | 91.3  | 89.9       |
| Hay (all) .....       | 86.1  | 87.6  | 96.8  | ...        |
| Clover, for hay ..... | 86.6  | 84.3  | 96.7  | 86.4       |
| Alfalfa .....         | 93.1  | 89.3  | 88.9  | 90.4       |
| Spring pasture .....  | 88.5  | 89.3  | 97.7  | 90.9       |

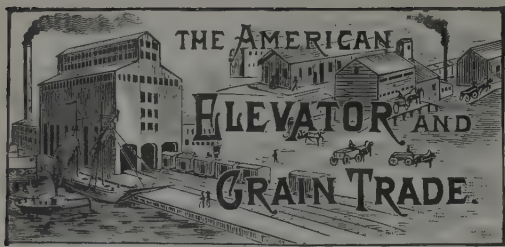
a Averages for four years.

The general average condition of crop growth on June 1, 1910, was about 84.9 as compared with 85.0, 87.9, 77.8 and 85.5 on June 1, of 1909, 1908 and 1907, and the 10-year average, respectively.

Representing last year's acreages by 100, the preliminary estimates of this year's acreages are: Winter wheat, 102.5; spring wheat, 107.3 (all wheat, 104.4); oats, 103.5; barley, 100.7; rye, 101.2; cotton, 102.8; clover for hay, 106.2; sugar cane, 104.2; the total of above crops, about 103.6.

Correspondence solicited on grain trade matters.





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## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JUNE 15, 1910.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

## STATE VS. GOVERNMENT REPORTS.

The problem of harmonizing the State and the Government crop reports is one likely to obtain as long as both the State and Federal agricultural departments continue to make reports. They have rarely been together in the past, and there is little reason to expect them "to get together" in the future.

In June, 1909, the Government estimate of condition was higher than the State report; this year it is lower. And why should it not be different, when the two reports are made by different people? Who ever heard of two or more people all guessing alike on a matter, like growing crops, that, until the harvesting is actually made, can never be anything else than a guess. And is not one guess as good, on general principles, as another, it being assumed that the so-called crop reporters are qualified to make any reasonable guess?

King of Toledo has repeated his former advice to the Government and the States to get together and "adopt a uniform standard—progress." Uniform standard of what? Isn't it the fact that no actual veritable "standard" has been arrived at, or can be arrived at, for growing crops in two score states, that makes "crop estimating" so fascinating a task—or amusement—to those engaged in it or to those doing business in grain in advance of its garnering?

The Chicago Trade Bulletin a long time ago said very aptly: "It should be understood that all statistics are largely estimates—no exactness—apparently the best approximation that can be made." The Government "standard" is only an "ideal of condition" in the place where the observation is made and has no positive reference to an "ideal of condition" in any other place; the State reports may be based on

this same "ideal of condition" and still differ from each other and from the Government, because no two observers will agree on an "ideal of condition" of today or of yesterday.

So why not go on, as we have in the past, guessing from March to August or October, according to the grain one is interested in; and then change from October to March the subject matter of the guess from condition to total yield? It would take all the life and spirit out of the game if either "condition" or "yield" were actually known at any time. As it is, "Il y a toujours la damn quelque chose."

## THE ILLINOIS MEETING.

The grain dealers' meetings this spring have been well attended and their proceedings of more than ordinary interest. This number of this paper contains four reports of state meetings; and the editor submits them in the confidence that not a line of the space given to them has been wasted on trivial matter; and yet necessarily much that was worth while had to be omitted wholly or cut into useable length, irrespective of its intrinsic value.

The attendance at the Illinois meeting was, however, a record breaker, the register showing 404 names, against 70 in 1905, 254 in 1906, 300 in 1907, 265 in 1908, and 347 in 1909. Mr. Strong, who began his connection with the Association in June, 1905, has reason to congratulate himself on this showing, which, in a measure, at least, is a reflection of the growth and development of the Association and its activities since he began his work as its responsible executive officer; although he would himself be the last man to underestimate the happy influence upon the fortunes of the Association of a remarkably able and wise succession of presidents and directories of the Association since his own appointment five years ago.

## THE PENALTY CLAUSE.

As a fair journal, we give place to the communication of C. Vincent on the "Penalty Clause," hastening to inform him that the "authority" for our own statement complained of was a now unidentifiable paragraph from a Nebraska newspaper. If Mr. Vincent correctly states the laws of Nebraska and Iowa upon the "penalty clause," we are pleased to be enlightened, since we remember that in some other states at least the co-operatives have sedulously dodged any attempt to force that question through the courts.

However, all that is immaterial; for even Mr. Vincent will agree that the grain trade in all states, even in those that are, or until recently have been, dominated by the "line" company, has come to recognize the co-operative elevator company as a legitimate competitor, wherever its competition is legitimate, and wherever it is not a legitimate competitor, it is and will be put in the same class of swine that includes all others who practice unfair methods toward either their competitors or the farmers who sell grain to them.

With Mr. Vincent's complaint of "bushwacking in equity" prerequisites the complainant to ing in equity pre-requires the complainant to come into court with clean hands. While the enemies of co-operation may at times have

"worked overtime to create a prejudice" against both the penalty clause and the cause itself, it is also true that the promoters of co-operative grain companies not only did, but still do, labor day and night to create unjustly a prejudice against the men who have been in business for years in the neighborhoods they desire to enter and also in terminal markets, branding local dealers as "robbers," terminal receivers other than their own principals as "extortioners" and inspection officials as "incompetent" and as men who use their power to deliberately "skin the country," as though it made any possible personal difference to an inspector how grain may grade.

Co-operation is legitimate enough; but whether social conditions in this country are ripe for its successful promotion is another question, which all the slandering of honest men in the trade by professional and demagogic promoters will not *per se* demonstrate; and until professional co-operative company promoters—agents of terminal receivers, in many instances—do stop their outrageously false denunciations of reputable business men in the trade as a means of promotion by creating prejudice, they can expect only that reputable journals will treat them as they deserve, that is, as pirates in the trade and as men unfit to associate with gentlemen.

## DRYING CORN.

The season now closing has been a great educator; and the art and science of drying corn have been materially advanced the while. It has been found that the rapid kiln-drying of corn has not been sufficient to render it a safe merchantable commodity under all circumstances, whether handled in the domestic or export trade. The truth is, drying corn is done often like most things American—too rapidly and with a view to reducing the cost of drying to a minimum—to get quick action at low cost; we have aimed to get certain results that answer for immediate purposes without giving any too much thought or attention to the way to attain the best, or permanent, results.

For example, a question on drying was put at Decatur which indicated that the questioner expected to be told, as he was, that corn dried rapidly and partially would under similar conditions return to its original condition of moisture; and yet corn dried under perfectly natural conditions, to 12 or 13 per cent of moisture, will not get out of condition unless mechanically wet with water. The reason is that in slow drying there is homogeneous drying: skin and body of the kernel dry together and the skin retains its natural relation of contact to the contents, but in artificial drying the drying is not homogeneous—the starchy contents of the kernel dry, or shrink, more rapidly than the silicious skin, and the coefficients—the unity—of the kernel's parts are destroyed. Hence the rapidity with which kiln-dried corn may collapse for one cause or another in transit.

If one were to take time enough to do it and the expense would warrant, corn could be artificially dried as perfectly in the kiln as it dries out to an air-dry condition in the crib, that



gives absolute assurance that the corn will carry safely anywhere under all conditions. There is, however, a medium condition that is possible of attainment in commercial practice and which is in fact attained to by careful operators who are working for real rather than supposititious results, and this condition is reached by slower drying—and not trying under all conditions to attain maximum capacity but the most desirable results.

### EXPORT CORN.

Although our exports of corn in 1909 were 37,665,000 bus., a goodly quantity in itself, nevertheless it is a significant fact that outside of academic and official circles, American interest in the export corn trade is practically dying out. The absolute quantity of corn as stated was the smallest exported since 1873, five years (1902, 1895, 1891, 1888 and 1874) excepted, but relatively the exportation was the smallest since 1872, having been only 1.41 per cent of the total production, against 11.14 per cent in 1898, the high-water mark since 1867 at least. Only in 1869 (0.91 per cent), 1870 (0.24 per cent) and in 1871 (0.98 per cent) was the proportion of corn produced exported less than in 1909 (a year ending with June 30); and the proportion for 1910 will probably not much, if any, exceed it.

This decline is not to be specially regretted from an agricultural point of view, since it is an indication of a greater home demand that means a better price to the producer; but one wonders what would happen to our producers if they were forced to depend on the foreign trade, as in former years, to absorb a heavier surplus that otherwise would be a load on the market, when one considers not only the competition in the foreign market American corn now meets but also the character of much American corn that is now exported on certificate terms. We imagine few Americans really appreciate what this means; but those who saw the samples of American export corn Mr. Shanahan had on exhibition at Decatur were no doubt astonished that such grain could find a market for any purpose anywhere. Certificated as "contract corn," these samples, taken from cargoes unloading on the other side, were corn only in name and fully justified the loudest complaints a buyer in good faith could make of its literally "rotten" quality.

### MR. PATTEN.

Mr. Patten, in dabbling in May wheat, evidently sent his pitcher to the well once too often, and, while with the facility of an accomplished trader supported by unlimited funds, he rescued the vessel from total destruction, it certainly had its nose sharply tweaked; so that while Mr. Patten's pecuniary losses were inconsequential to his estate, he did certainly suffer to some degree in his reputation as the one successful wheat bull of his era on the Board of Trade.

In retiring now from the Board Mr. Patten will carry with him a profounder admiration and respect of its members for himself than would seem warranted by his reputation with the general public. As to the latter, he was unfortunate. Unlike his famous predecessor,

Mr. Leiter, who, bulling wheat after a long period of low prices, was lauded as a veritable Prince Fortunatus, Mr. Patten suffered as only a rich man can suffer in his reputation who bulls prices when prices of all commodities are already so high as to be a burden to the common people. This approbrium which his operations brought him in the public press was unfair; and yet it was not surprising. In a way, Mr. Patten himself invited it. He has not avoided many a rich man's habit of patronizingly deprecating the "mere money maker;" and yet as a trader, himself perilously near the Croesus class of rich men, he has played the game, not apparently for what he is—a great grain merchant—but as a millionaire speculation operating with all the aplomb of the vulgar "mere money maker" in the market. Mr. Patten in these last few months of his business career has not been consistent; and therefore, while the public is least of all things itself consistent, it does not especially admire such like inconsistency of speech and acts in its very rich men, more particularly when the public is led by the press to think that this inconsistency attacks its private purse or comfort.

### OR WORSE?

Many misunderstandings may be obviated if one will but put himself in the position of the "other fellow," or endeavor to. The shipper can without difficulty understand that in fairness—to himself—he ought to have a premium for the "better" shipped on a "3 or better" contract. He feels that when he gets no premium but does have to stand the discounts, he has no chance to even up.

But on the other hand, as happened so often during the past winter, when the buyer on track gets only the bottom of the "3" grade or worse,—and, as some complain, more "worse" than better,—he, too, has no chance to even up, seeing that he must take the "worse" when in fact he has made his forward contracts for "3 or better," and not for worse. The track buyer who during the past winter depended wholly on his acceptances in the country to get "3" corn was in trouble most of the season; some of the most careful dealers—middlemen between the West and the East—did not go to the country at all for "3" corn, knowing that the condition of the grain and the helter-skelter methods in vogue at too many country elevators did not warrant their making delivery engagements with their buyers East and South, based on country acceptances; and so bought "3" at the central markets.

Now, when a dealer makes engagements for "3" to go East, or for export, he expects to get "3" on his acceptances; and when he does not, he is frequently put to great inconvenience, and not infrequently to serious loss, in filling his contracts.

So there are two sides to this difficulty in unloading the off-grades; and the fact that the bids are in themselves somewhat flexible in no wise lessens the difficulty. Buyers on track without doubt bid what the average quality of "3 or better" is worth—the competition of markets will ensure that; the discount penalty, and loss involved, can be avoided by shipping just what the bid calls for—that is, the average of "3 or better."

### COMPARATIVE REPORTS ON ACREAGE.

*Prima facie* Mr. Goodman "has the goods" on the Illinois assessors who make up the annual reports of acreage under various crops in this state; but Dr. Cyril G. Hopkins, considering this question of acreage wholly independently and from an entirely different standpoint, accepts the assessors' reports as confidently as Mr. Goodman discredits them. Who is right?

Mr. Goodman discredits the assessors' reports of acreage and yields for the same reason that most men discredit their schedules of personal property, returned for assessment of taxes. But aside from the fact that both documents are made up at the same time they have little reference to each other, the sworn statement of the farmer of the way his farm is divided up for cultivation and its yield the previous year, having little connection, except reflectively, with his personal property assessment on April 1. Dr. Hopkins asks, "As the number of acres of corn [say] on the farm has no bearing upon the taxes to be paid, is it conceivable that the assessors of the last five years have overlooked 2 1/3 millions of acres of corn each year, as an average, while the assessors of ten years before, working under the same law, reported the correct acreage for the state?" And yet to make the State and Government reports of acreage balance, such a supposition of inaccuracy must be accepted as the truth.

But the Government has been taking an actual acreage census only once in ten years; and the last time it took such a census, the total number of acres under crops reported by the census takers largely exceeded the whole number of acres of arable land in the states known to be under possible cultivation. Having in this way obtained a "working basis," the Government proceeds to add to or subtract from this decennial basis (?), year by year thereafter for nine years, a supposititious percentage of increase or decrease for the current year in the acreage to any crop, or to all crops, under cultivation for a given year.

Such a system may be judged by the results. Taking Illinois as an example, the result is, as Mr. Goodman said in his paper at Decatur, that, "Our assessment system has branded us with the mark of decadency" (see his paper); but as Dr. Hopkins shows, this is more a relative than an absolute decadence. He said in his address at Decatur:

By these same 5-year averages, the State statistics show the total production of corn in Illinois to have increased from 234 million to 265 million bushels, making a total average increase of 11 million bushels; but the Federal statistics report an increase for Illinois from 243 million to 348 million bushels, or a total average increase of 105 million bushels, which is more than nine times the increase reported by the State.

Mr. Goodman attributes his absolute decline of acreage, which does not appear in a five-year average, to the native disposition of the farmer to sidestep his taxes. Dr. Hopkins, however, explains: "This comparison reveals an evident influence of a strong spirit of optimism on the part of the Federal Department of Agriculture, which, however, is supported neither by the Illinois assessors' reports nor by the high cost of living."

How about that lightning rod—put it up yet?



## EDITORIAL MENTION

Down around Evansville, Ind., the farmers have taken to bulling all grains by starting "hold-your-grain" clubs.

It sure has been a rocky sixty days for the bucket-shoppers; but then other people feel better for their experience.

Well, the Federal inspection and anti-futures bills have gone into innocuous desuetude again—until a new crop of Congressional freshmen break into the House.

Again the crop report comes after the close; that is, at 1:30; and generally the trade find the hours satisfactory. It gives all a chance to digest it before a new day of trade begins.

The millers and dealers of Indiana are about to enter upon an educational campaign to improve the state's wheat crop; and yet Indiana as a wheat producer is not so bad by any means.

Mr. Meagly of the Santa Fe at Oklahoma City has added another chapter to the literature of shortages and their prevention, which is good reading and suggestive of home-made remedy.

Railroads in Michigan also are beginning to crowd their elevator patrons for ground rent of houses. Suppose the elevators should "go out on strike?" What would happen to the railroads?

The latest publications of trade statistics are the "Statistical Record of the Market Record," Minneapolis, and the "old reliable," the "Cincinnati Price Current's Statistical Record," both for 1910.

At the Union Hospital at Dallas, Texas, the institution's eight acres of winter oats yielded about 100 bushels to the acre. How many farmers in the neighborhood did as well and why or why not?

One can hardly agree with Harry Kress that "the only way to support a trade organization is to be present at its meetings." That is one very good way; but after paying one's dues promptly, one is willing to concede that it is the next best way.

Gibson County, Ind., had a rat-killing day on June 6, when all residents of the county devoted the day to ridding themselves of that pest. How well they succeeded, we know not; but their example should have wide imitation, for the rat is an enemy alike to the public purse, peace and health; and he should "go."

A Pekin grain firm on June 8 obtained a verdict against a farmer who laid down on a corn contract. Although the plaintiff proved that the corn was never tendered, the defendant swore that the plaintiff said the corn was not 3 corn and thereupon he took it to another house. The verdict was for \$60. This kind of a suit is always unpleasant; but unless contracts are enforced it is useless to make them.

Over at Danville there were in court at one time, it is said, half a dozen of these suits.

Attorney Manahan at Minneapolis has been to Washington and looks for a decision in the "hay case" soon, after many years. Well, Jarn-dyce v. Jarndyce also came to an end. Here's hoping the hay case will turn out better.

A shipper who has a bona fide claim against a carrier, and can prove it by the documentary evidence that every good business man should have in his office of every shipment, is always and everywhere entitled under the law to a recovery of damages.

The farmers' elevator at Illioplis has, according to Manager Gray's ideas of the fitness of things, been "wisely and well managed"; nevertheless the company lost over \$30,000 during the past winter. One wonders what would have happened if it had been "badly managed."

A Reddick dealer got mixed up recently in a "speculative deal" and dropped all his money; then the farmers bought his plant and hired him to run it for them. When a country grain buyer so far forgets himself as to take to speculating, he ought to be well satisfied if he comes out with any kind of a paying job on his hands—most of the speculators don't.

An esteemed contemporary in Virginia says that the term bucket-shop is incorrect; that the real term is "buck it" shop, and was invented by John Hanscom, who said to a friend once in explanation of his opening a stock "shop," that he did it, "So that my friends and foes can buck a new game at a small price"—hence buck-it not bucket. This is etymologically interesting, but a rose, etc.

Farming in the South is improving in quantity and morale. Corn in Louisiana is giving backbone to farmers there who never had any before, because corn gives them a new cash crop and is weaning them from the credit habit, too. When Southern farmers cease living off the proceeds of a crop not yet planted or harvested, the economic system of the South will be revolutionized.

Delayed re-inspections at Omaha and Kansas City continue to cause hard feeling against those markets. The directors there should make the letter of their rules effective. The rules are fair on their face; they "contemplate" speedy reinspection; but in practice the exchange officials permit the shippers always to get the hot end of the poker. This sort of thing cannot now go on indefinitely without reacting on those markets.

Some buyers of grain for shipment to the Southeast and Southwest from St. Louis are finding that their frequent attacks of cold feet have been catching; and in the future, when ordering from St. Louis brokers with records will no doubt be compelled to put up margins. One is quite of a mind sometimes with the gentleman in Oklahoma, who said the trouble with many Americans in the grain trade is that they are not as moral as they used to be; they do not stand up

to the rack when they get wrong on contracts; and the margin rule is intended to protect the trade from just that kind of cattle.

The Canadians in Manitoba and Saskatchewan are now in the midst of their socialistic campaign to put the elevators into Government possession. In Manitoba, the "die is cast;" but at Saskatchewan, a commission is "taking testimony." Needless to say all the farmer witnesses there are quite willing that the elevators should be run exclusively at Government expense, if accompanied by suitable guarantees that the farmers shall always be prosperous and happy.

There are a good many dealers who prefer consigning to selling on track because it pays. Stebbins-Witt Grain Co., Indianapolis, in incorporating in their letter of May 20 Mr. Rutherford's article on consigning, printed in these columns on May 15, added: "We ourselves one day early this month sold a car of 3 white corn at 3 cents over best card bid out the same morning and also the day of the shipment. This cannot always be done, but we are here to get the top prices possible."

The feed men now are after uniformity of laws defining pure feeds and regulating their sale. Like the pure food laws, the feed laws are in a state of chaos, with conflicting statutes in many states. A bill is now before Congress to unify the laws, which that body should pass; but will that wipe out state laws on the same subject? Probably not; but it would add another to the list, that would probably make it unnecessary to make any more state laws on the subject, and that would be something.

Mr. Geo. A. Wells of the Western Association says: "In making shipments on sales to arrive, the cars should be loaded to fill the amount of the sale as nearly as possible without having surplus, which surplus must be considered a consignment to be sold for the shipper's account when the grain is unloaded and weighed." The disposition of this surplus is therefore frequently unsatisfactory to the shipper because of local rules governing such disposition; and the shipper under the rules has no recourse. Don't over do it, therefore; live up to the letter of your contract as nearly as possible, and stop there.

Texas, too, like Illinois, is in trouble over the Trade Rules. Then why do not both get together at Chicago next October and re-make the National Trade Rules to fit their wants? In Texas, however, one fears, most of the trouble is something that rules cannot always cure in advance. There they have the same trouble we have here—carelessness in making and confirming contracts, as shown by Mr. Miles in his address at Decatur; but in the Southwest they have the further trouble, not so pronounced here, of men who deliberately go back on their word when the market goes against them. Only a margin rule or refusal to do business with that kind of men on any terms can rid the trade of such men. But the first step of reform is the cultivation of more care in making contracts; and that seems to be a personal matter largely. The Rules can remove many matters



of uncertainty by unifying the practice in all markets; but, as Voltaire once said, "Even the gods are powerless against stupidity."

Another change of carload minimums will be made on July 1 as follows: For wheat the minimum will be changed from 40,000 pounds to 60,000; corn, rye, and barley from 40,000 to 56,000; oats, from 35,000 to 40,000. These weights will apply to shipments east of Chicago and north of the Ohio river, as well as through domestic rates from Illinois and Indiana points to eastern trunk line territory.

Southern newspapers keep harping on the possibilities of cotton seed flour for human consumption, just as though the men of America are likely to eat that sort of stuff from choice as long as good wheat remains, as it is, the cheapest food on the list. Cotton seed flour, like alfalfa meal, and, to many people, even rye flour, may be wholesome enough, but the average man eats with his eyes a good deal and by habit a good deal more—he rarely sacrifices his habit and an acceptable flavor to mere "nutriment."

The elevator fire list has been unusually long since December, in these columns at least; reminding one again of the fact that the tremendous waste by fire in this country is largely due to inadequate precautions against it, both when building and in watchfulness of existing structures. In the matter of locomotive sparks, for example, one wonders how many elevator men in building their houses try to reduce the fire tax by adopting the suggestions made by the Michigan Millers' Mutual Fire Insurance Company printed in a recent number.

The directors of the Chicago Board of Trade have met the indemnity question in the only way they could do so, to wit, by recommending its immediate abolition. Not that "puts and calls," "ups and downs," "indemnities," or whatever else they may be called, are essentially illegitimate trading; but out of deference to the laws of the state and to public opinion, the Board must vote their abolition as a "guaranty of good faith." The trade can get along without this form of insurance if it makes up its mind to do so; and until the public is educated to understand the system, the Board cannot afford to place itself in the position of a law breaker even by mere appearance.

Those who regret the centripetal tendency of American legislation and government are reminded of what Mr. Roosevelt once said, to the effect that if the states would do the things that they ought to do, there would be no need of the central Government "taking a hand." The remark gains new force through the action of the association that is trying to bring state legislation and state administration affecting insurance, the organization and powers of corporations, combinations in restraint of trade, facilities for communication and exchange, into substantial harmony. The centripetal tendency seems overwhelming but it might be reversed by vigorous efforts toward uniformity. As an example of the evil of our present lack of harmony, there are the variances in our pure food and feed laws, which threaten to become more

and more annoying, unless they are brought into such harmony that one state administration shall not be able if so disposed to use its own laws to enable its own people to defeat their reasonable business obligations to citizens of other states doing business in good faith on principles that are lawful as well as equitable at home.

Washington farmers are still afflicted with the grain gambling habit, but their late bull movement in wheat turned out very disastrously. They are still certain, however, that their little puddle contains the norm of all bull possibilities, in spite of this last failure, and they are now organizing pools in order to sell "only in 100,000-bushel lots." The managers of the pools have power to levy a tax on the factors of the pool to pay expenses of the holding-warehouses and the agents; but the latter are bonded to the pools "to protect members against losses." Next.

In spite of the month of March, 1910, the moisture tester is still doing business and will do more business in the future. The country trade is finding out that the tester can be used for its benefit as well as that of the receivers; farmers of intelligence are beginning to understand it and to abide by its findings. But as Dr. Duval, its inventor, demonstrated at Decatur, the tester is a scientific machine that must be used with intelligence and judgment. It is not to be operated like a pile driver, nor yet as a sawmill; its adjustments are delicate, as befits a machine that with a sample of 100 c. c. (a small handful) is expected to determine the moisture contents of a thousand-bushel car. Rightly used, the tester can't be beaten—unless the buyer of corn wishes to beat it and does so deliberately.

The reporter has given a pretty full synopsis of Geo. W. Cole's address at Decatur, which is well worth the reader's attention. He called it a study of "Relations of the Grain Dealer to the Farmer;" but it is one of the best pleas we know of for good business methods in the country grain office. It is no secret that common methods are not always commendable or worthy of imitation. In Oklahoma, a bright speaker castigated the dealers there, who deserved it, for their want of good business habits. In Texas another dealer sang the same song. It is fair to say that about 90 per cent of the country grain dealer's troubles would take themselves off or never occur if he would but conduct his business on the "Rockefeller system"—that is, as business should be conducted, to-wit, by system, based on a certain clearly defined set of principles, stuck to through thick and thin. The farmer would then be less often antagonized; the troubles in terminal markets with consigners and inspectors would be reduced; claims would be more easily collected; and all along the line the friction would be reduced and more money made by ways that would add much to the gratification of its possession. But such a system cannot be made to order in wholesale lots; that is to say, each man must work out his own system and adhere to it when it is found to be satisfactorily developed. For that reason it is worth while trying to work out a system—a plan of campaign; both because all healthy

minds like the exercise of struggle for its own sake and take pleasure in the harmony that a smoothly working business organization always brings.

Attorney General Wickersham has justified his reputation as a clear-headed lawyer by remarking at Washington recently in connection with the bucket-shop prosecution that "the Chicago Board of Trade, according to the law, is conducting a legitimate business. These bucket-shops, according to the law under which we are now proceeding, are being run in an illegitimate manner. To prosecute them is not giving the Chicago Board of Trade a monopoly, because the law does not contemplate the Chicago Board of Trade as a gambling institution." But, asks someone, is not trading on 'change "morally gambling," and Mr. Wickersham thinks, "perhaps so." Why hedge? All business by the same token is a "gamble," that involves any risk; and where can a business be found that involves no risk of loss through bad judgment, carelessness, or lack of business skill? Let us have done with cant, and look at these matters of business squarely in the face. Board of trade "gambling" is Sunday school exercise compared with some of the work the "interests" are daily engaged in with no question of "morals" hurled at them, either.

Mr. Shanahan's paper at Decatur, discussing the question of corn discounts based on moisture content, is of course to a certain degree academic; since in the last analysis the discounts for surplus moisture will always be fixed by the state of the market and by the demand and supply of the off-grades at any particular time. But as a basis of computation of value, Mr. Shanahan's tables, based on the dry matter in corn, are invaluable. They constitute another of his able contributions to the science of grain grading, the high worth of which the trade will certainly appreciate more and more as this science is being reduced to exactness, largely through the persistent efforts of himself and the able young men working under his direction. Work of this kind must always be more or less in advance of commercial thought, which is always conservative to a degree; but commerce, always, step by step, works up to science and comes at last to utilize it for the improvement of material and business methods. Since the trade has come to consider grain, especially corn, as a merchantable commodity from first to last of the season after harvest, it is apparent that new methods of handling uncured corn are imperative if the consuming public is to get its corn in a consumable condition and at a reasonable price. Sometimes, as the burden of soft corn becomes heavier and heavier, through the eagerness of farmers and buyers alike to get the new grain started to market, one wonders whether this disposition is not after all a hardship on the consumer, because of the immense waste it involves; but as there will never again be any change of the system or retrogression to old methods, the next thing is to call in science to aid in the preservation of the grain in transit and to reduce the waste to a minimum. This is the work Mr. Shanahan's board is doing; and is doing it very well indeed.



## TRADE NOTES

John P. Lenox, secretary of the Webster Manufacturing Co. of Chicago, returned home June 1 after a three months' sojourn in California for his health.

Fred Friedline of Fred Friedline & Co. grain elevator builder of Chicago, has a new partner in his business, the same being a young heir born the first part of this month.

It is announced that the Reliance Engineering and Equipment Co. has been organized at Milwaukee, Wis., to do a general business in power transmission and heavy construction work.

The Stephens-Adamson Manufacturing Co. of Aurora, Ill., has been especially busy this spring on orders for complete elevating, conveying and power transmission equipments to the trade.

C. H. Sterling, representative in Ohio and Michigan territory of the Invincible Grain Cleaner Co. of Silver Creek, N. Y., has opened an office at Toledo with headquarters at the Jefferson House.

James Stewart & Co., Chicago, will build a 150,000-bushel concrete grain elevator for Allen & Wheeler of Troy, Ohio. In addition they will also make some improvements in the power plant of the mill.

The Duplex Grain Door Co., Ltd., of Winnipeg, Man., has been incorporated under the laws of the Dominion with a capital stock of \$25,000. The incorporators are W. Robinson and W. G. Douglas of Winnipeg.

The Burrell Engineering & Construction Co. of Chicago received up to June 1 eighteen contracts for new elevators and five contracts for repair work. This is an increase over last year, and indications point to a large volume of work for 1910.

The Foos Gas Engine Co. of Springfield, Ohio, has a record of twenty-one years of successful building of gas and gasoline engines. During this time the growth of the business has been phenomenal and their engines are known wherever power is needed to run the mill or factory. Catalogue No. 39 tells all about the engines and a copy will be mailed free upon request.

The Richmond Manufacturing Co. of Lockport, N. Y., in their McDaniel grain drier, have a machine that has grown especially popular with the elevator and mill trade. Its especial features have made friends wherever it has been installed and this reputation has contributed to very rapid growth of sales. Full descriptions of the machines will be furnished on request.

The National Automatic Scale Co. of Bloomington, Ill., has engaged J. P. Johnson as sales manager and they report much additional business from his efforts. The plan of co-operative selling, as pursued by the National Scale Co., has proven most satisfactory and they have grown to rely on their customers for a boost which, they report, is always forthcoming. A long free trial is given to prospective buyers of their scales.

The Macdonald Engineering and Construction Co. of Chicago will erect a reinforced concrete milling and elevator plant of 250,000 bushels capacity at Memphis, Tenn., for the International Sugar Feed Co. of Minneapolis, Minn. The plant will be electrically driven and will be equipped with eight elevator legs, four special grinding mills, molasses feed driers and mixers, steam plant, car puller, car shovels, dust collectors and cleaning machines. It is expected to have all construction work finished and ready for operation by October 1.

Geo. J. Noth, sales agent of the Barnard & Leas Manufacturing Co., at 402 Monadnock Building, Chicago, reports that business is very good and orders are coming in steadily for the well-known and improved lines of machinery made by this company, especially for Barnard Feed Mills, Moline Grain Driers, Moline Grain Valves, Barnard's Employees' Elevators, Vertical Oat Clippers and other machines which have become favorites for capacity, quality of work and low power consumption. A number of

recent large equipments for flour mills, feed and cereal mills are reported among recent orders.

The Richardson Scale Co. is now represented in the state of Nebraska by Irving Speer, Box 305, Omaha, and Kansas interests are looked after by Allison Barry, Box 336, Kansas City, Mo.

The Webster Manufacturing Co. of Chicago is sending out their new General Catalogue No. 35. This is by far the handsomest and most complete catalogue ever issued by the company. It comprises some 632 pages and illustrates and describes all their machines of latest design for handling and elevating grain in the grain elevator and mill. A special feature is the dimension tables of all parts, which will prove a valuable aid to engineers in making up their detailed plans. A considerable space is given to illustration showing installations of their power transmission and conveying machinery in some of the largest elevators in the country. A feature of the catalogue also is their line of coal handling machinery, which they have added in recent years. This department shows crushers and heavy machines for handling coal and coke. It is safe to predict that the catalogue will be a welcome and useful addition to the literature of the elevator and mill office.

### PROCEEDING VS. BUCKETSHOPPERS.

The first effort of the bucketshoppers arrested on warrants based on District of Columbia indictments to avoid extradition was a failure. The hearing was in the case of A. W. Ford, telegrapher, and five others at Philadelphia. As the hearing progressed before Judge McPherson, the defense were surprised by the evidence of Ford who took the stand as a witness for the Government. He testified that 75 per cent of the business of E. S. Boggs was juggled, only one-fourth of the orders that were received being executed.

The validity of the testimony of Humphrey Owens, an alleged telegraph operator for E. S. Boggs & Co., was damaged by admissions by Ford, who said he testified as a voluntary witness. Various brokers in Philadelphia and telegraph operators from Washington, Jersey City and Newark were put on the stand to show that dealings of E. G. Taylor & Co., of Washington, and E. Altemus & Co., of Jersey City, were on the juggling order, and from Charles F. Straley, an operator in the employ of the Jersey City Standard Stock and Grain Co., of which E. Altemus was the manager, the statement was made that 90 per cent of the firm's business was of a bucket-shop order. The Court ordered all the Philadelphia defendants removed to Washington for trial.

On May 23 the Government took a new tack in the case by lodging against the defendants a complaint of a direct violation of section 865 of the District Code, which forbids bucketing or getting up a gaming table in the district. This charge of operating a bucket shop in the district is made against the persons who are said to constitute the Standard Stock and Grain Company of Jersey City. On the same day two indictments were returned, charging conspiracy and the setting up of a gaming table against Sam'l W. Adler and C. A. Tillis of New York and Wm. Fox and E. H. Browning of Baltimore, in addition to Edward Altemus of Jersey City, Louis and Angelo Cella of St. Louis, Mo.; Robert Hall, Samuel Raymond, Oscar J. Rappel of Baltimore, Henry C. Stumpf of Philadelphia, Henry R. Duryee and Charles Alley of Washington. All these persons are charged not only with entering into a conspiracy to violate the District law against bucket shops, but also with being actually engaged in the conduct of the brokerage business run at Washington in the name of Duryee & Co.

Chas. F. Stealey, a telegraph operator of Brooklyn, who left his home on May 19 en route to Washington to testify before the grand jury in regard to the government's cases against the bucket-shops, was on June 8 reported missing. The police of several cities are searching for him.

On June 10 the Federal grand jury at Washington returned 42 indictments against the shop-keepers. The list of parties tried includes Edward Alte-

mus, Louis Cella, Angelo Cella, Samuel Adler, C. A. Tillis, Henry C. Stumpf, William C. Fox, Robert Hall, Samuel Raymond, Oscar J. Raphael, E. M. Browning, Henry R. Duryee, and Charles Alley, who are said to be interested in or agents of the Standard Stock and Grain Co., Jersey City; also Wm. B. Price, Virgil P. Randolph, Henry M. Randolph, Charles T. Moorehead, Edward Weldon, James A. Anderson, all of Baltimore, Md.; Joseph F. Gatins of New York, and Edward Everett Taylor, Thomas H. Campbell, and John P. Allberger of Philadelphia. Included in the list was the Western Union Telegraph Co., which is charged with 42 violations of the bucket-shop law of March 1, 1909. It is charged that the Western Union, by means of a telegraph wire and a ticker, aided and abetted the conduct of a bucket-shop in the District of Columbia. The forty-two counts vary only in the date on which the alleged violations are said to have occurred.

Another reverberation of the Odell prosecution was heard at Cincinnati on May 25 when Louis W. Foster, Ed Heil, Walter Campbell, J. M. Scott and Arthur W. Baldwin, the five members of the O'Dell Brokerage Company who were sentenced to five months in jail and fines of \$200 each on charges of using the mails for bucket-shop operations, surrendered to United States Marshal Eugene Lewis. They were taken to the county jails in Dayton and Troy, O. Still later, on June 3, a perpetual injunction, forbidding the use of or distribution of the quotations of the New York Cotton Exchange was issued in the United States District Court at Cincinnati against the O'Dell Stock and Grain Co., and individuals who at various times held interests in the defunct concern.

The Chicago Board of Trade having cut off the ticker service, the New York Consolidated Stock Exchange on May 17 turned its wheat picture to the wall. "Most of the members seen on the floor," says the Commercial, "felt resigned to the loss of the wheat pit and said they thought its elimination was in the best interests of the exchange;" and they may hereafter pay more attention to mining stocks. Those who formerly traded in wheat, "see the hand of the New York Stock Exchange in the cutting off of the Chicago wire and ticker service," says the Commercial. "They also think the best way to fight back is to go after stock business, and especially trading in the active mining shares that the other Exchange is constantly taking away from the Curb. There is little hope and no very strong wish for a resumption of wheat trading based on deliveries made in Chicago."

Judge Fisher of the District Court at Kansas City, Kan., on May 28 approved the report of W. M. Whitlaw, receiver for the Christie Grain Commission Company, recommending a dividend of 3 per cent toward discharging the liabilities. A few claims against the company, not recognized under the Kansas statutes, were disallowed. The total amount of the indebtedness found by the receiver was \$112,643.35.

The Wooster Stock and Grain Exchange (whew!) of Wooster, Ohio, was arrested on May 13 on complaint of a detective "who makes a specialty of bucketshop work." The officer said he "sold some steel" through the alleged exchange and then had the outfit arrested. When haled before the mayor the outfit agreed to quit business at once, and the case was dismissed.

The Mexican duty on wheat, temporarily suspended, has been restored, in consequence of a good home crop.

In 1909 the rank of the wheat producing countries of the world was as follows, the figures being in bushels produced in last year:

|                                 |             |
|---------------------------------|-------------|
| Russia .....                    | 786,472,363 |
| United States .....             | 713,286,823 |
| France .....                    | 361,050,580 |
| British India .....             | 252,592,377 |
| Canada .....                    | 166,744,800 |
| Italy .....                     | 156,711,230 |
| Spain .....                     | 144,511,581 |
| Germany .....                   | 138,399,277 |
| Argentina .....                 | 133,581,000 |
| Hungary .....                   | 125,363,287 |
| Australia .....                 | 82,328,514  |
| Great Britain and Ireland ..... | 67,525,212  |



## FACTS AND FIGURES

Oats have been cut in Louisiana—on some farms the crop went 100 bus. per acre.

The Farmers' Grain Co., of Bay City, Wis., declared a dividend of 105½% on June 1.

If nothing happens to the New York hay crop from now out, it will be a record breaker.

S. S. King, chief deputy grain inspector of Washington for a number of years, has resigned.

The case against J. W. Radford, late chief inspector of Kansas, charged with irregularities in office, will be placed on trial on June 15 at Topeka.

C. J. Holst, grain dealer and now postmaster at LaCrosse, Wash., has been appointed chief grain inspector of that state, vice S. C. Armstrong, resigned.

The C. A. Smurthwaite Grain & Milling Co. has incorporated; headquarters at Ogden, Utah; capital \$50,000; with shares at \$100 each. C. A. Smurthwaite is president.

William Curtley, a Kentucky grain dealer, had his skull fractured when he stepped off a moving car at Evansville, Ind., on June 6. His condition when last reported was very serious and it was doubtful if he would live.

J. G. McHugh, secretary of the Minneapolis Chamber of Commerce, posted notices on June 10 of the advance in grain rates from North and South Dakota points to Minneapolis which rates, it is understood, are held up with the others, pending the action of Congress on the recommendation of the President and the further action of the Interstate Commerce Commission.

Government Report coming at 1:30 (or 15 minutes after the close) gives everybody an equal chance to act upon it. Pritchard says: "The Government crop report made its appearance fifteen minutes after the closing of the Board of Trade Wednesday, thus giving the grain trade of the old world a long lead over the grain men of the United States in the matter of convenience, although the agricultural bureau is supported by Uncle Sam and not by John Bull." Referring to the above, it is true the American people pay the expenses of the agricultural department, but is it not equally true that such being the case, why should those located in large cities be entitled to the report earlier than others? As far as Liverpool is concerned, they don't do such an awful business in futures, and quite frequently part of that business is from this side, sent because a decline or an advance there would be reflected over here. We don't see how Johnny Bull gets any lead over us, as dealers there can't do anything here until 9:30 the next morning, and dealers on this side can trade at the opening in Liverpool if they desire.—J. F. Zahm & Co.

## RECEIPTS OF WHEAT AT PRIMARY MARKETS.

Receipts of wheat at winter and spring grain markets for 49 weeks, since June, with comparisons, in bushels, compiled by the Cincinnati Price Current:

|                    | 1909-10     | 1908-09     |
|--------------------|-------------|-------------|
| St. Louis          | 21,846,000  | 17,224,000  |
| Toledo             | 4,349,000   | 3,886,000   |
| Detroit            | 2,157,000   | 2,095,000   |
| Kansas City        | 35,543,000  | 38,008,000  |
| Winter Wheat       | 63,895,000  | 61,213,000  |
| Chicago            | 27,518,000  | 21,470,000  |
| Milwaukee          | 8,455,000   | 9,095,000   |
| Minneapolis        | 90,896,000  | 80,870,000  |
| Duluth             | 57,346,000  | 51,509,000  |
| Spring wheat       | 184,215,000 | 162,944,000 |
| Aggregate 49 weeks | 248,110,000 | 224,157,000 |

Total receipts of winter and spring wheat at primary markets 49 weeks since June, 1909, with comparisons.

|         | Winter     | Spring      | Total       |
|---------|------------|-------------|-------------|
| 1909-10 | 63,895,000 | 184,215,000 | 248,110,000 |
| 1908-9  | 61,213,000 | 162,944,000 | 224,157,000 |
| 1907-8  | 55,357,000 | 144,891,000 | 200,248,000 |
| 1906-7  | 63,030,000 | 173,109,000 | 236,139,000 |
| 1905-6  | 66,027,000 | 161,487,000 | 227,514,000 |

## EXPORTS FROM ATLANTIC PORTS.

The exports of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending June 11, 1910, as compared with same weeks last year, have been as follows:

| Articles.       | For Week Ending June 11 1910. | For Week Ending June 12 1909. | For Week Ending June 4 1910. | For Week Ending June 5 1909. |
|-----------------|-------------------------------|-------------------------------|------------------------------|------------------------------|
| Wheat, bushels  | 999,000                       | 816,000                       | 1,201,000                    | 1,203,000                    |
| Corn, bushels   | 248,000                       | 39,000                        | 252,000                      | 23,000                       |
| Oats, bushels   | 288,000                       | 5,000                         | 284,000                      | 7,000                        |
| Rye, bushels    | 75,000                        | 44,000                        | 25,000                       | 93,000                       |
| Barley, bushels | 144,800                       | 156,100                       | 138,500                      | 110,600                      |
| Flour, barrels  |                               |                               |                              |                              |

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain etc., at leading receiving and shipping points in the United States for the month of May, 1910:

BALTIMORE—Reported by James B. Hessong, Secretary of the Chamber of Commerce.

| Articles           | Receipts | Shipments |
|--------------------|----------|-----------|
|                    | 1910     | 1909      |
| Wheat, bushels     | 926,642  | 102,859   |
| Corn, bushels      | 256,633  | 173,050   |
| Oats, bushels      | 205,377  | 237,733   |
| Barley, bushels    | 1,241    | 140       |
| Rye, bushels       | 2,549    | 10,488    |
| Timothy Seed, lbs. |          | 820       |
| Clover Seed, lbs.  | 503      | 1,014     |
| Hay, tons          | 4,543    | 4,408     |
| Flour, barrels     | 160,755  | 125,705   |

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

| Articles           | Receipts | Shipments |
|--------------------|----------|-----------|
|                    | 1910     | 1909      |
| Flour, barrels     | 139,724  | 98,583    |
| Wheat, bushels     | 949,425  | 671,324   |
| Corn, bushels      | 370,221  | 85,315    |
| Oats, bushels      | 437,680  | 352,621   |
| Rye, bushels       | 2,000    | 740       |
| Barley, bushels    | 37,927   | 73,971    |
| Flaxseed, bushels  | 700      | 642       |
| Peas, bushels      | 5,171    | 3,230     |
| Milled, tons       | 2,295    | 3,031     |
| Corn Meal, barrels | 1,915    | 450       |
| Oat Meal, cases    | 24,016   | 9,718     |
| Oat Meal, sacks    | 11,220   | 8,985     |
| Hay, tons          | 9,930    | 8,820     |

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

| Articles                | Receipts  | Shipments |
|-------------------------|-----------|-----------|
|                         | 1910      | 1909      |
| Wheat, bushels          | 2,099,600 | 1,395,200 |
| Corn, bushels           | 3,007,800 | 5,970,150 |
| Oats, bushels           | 6,430,800 | 7,284,750 |
| Barley, bushels         | 1,248,800 | 1,507,500 |
| Rye, bushels            | 88,000    | 32,000    |
| Timothy Seed, lbs.      | 645,200   | 376,566   |
| Clover Seed, lbs.       | 1,800     | 207,102   |
| Other Grass Seeds, lbs. | 412,900   | 714,272   |
| Flax Seed, bushels      | 770,000   | 131,000   |
| Broom Corn, lbs.        | 740,000   | 436,125   |
| Hay, tons               | 24,565    | 17,058    |
| Flour, barrels          | 490,039   | 558,262   |

CINCINNATI—Reported by C. B. Murray, Superintendent of the Chamber of Commerce.

| Articles               | Receipts | Shipments |
|------------------------|----------|-----------|
|                        | 1910     | 1909      |
| Wheat, bushels         | 249,104  | 293,710   |
| Corn, bushels          | 765,972  | 572,334   |
| Oats, bushels          | 509,620  | 340,198   |
| Barley, bushels        | 13,000   | 5,032     |
| Rye, bushels           | 41,172   | 22,000    |
| Malt, bushels          | 174,040  | 115,672   |
| Timothy Seed, bgs.     | 102      | 348       |
| Clover Seed, bgs.      | 1,869    | 937       |
| Other Grass Seed, bgs. | 6,938    | 5,040     |
| Hay, tons              | 13,611   | 14,515    |
| Flour, bbls.           | 55,712   | 95,987    |

DETROIT—Reported by F. W. Waring, Secretary of the Board of Trade.

| Articles        | Receipts | Shipments |
|-----------------|----------|-----------|
|                 | 1910     | 1909      |
| Wheat, bushels  | 31,439   | 104,658   |
| Corn, bushels   | 155,370  | 163,785   |
| Oats, bushels   | 216,043  | 109,574   |
| Barley, bushels | 32,609   | 19,500    |
| Rye, bushels    | 4,645    | 10,288    |
| Flour, barrels  | 23,895   | 17,565    |

DULUTH—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

| Articles           | Receipts | Shipments |
|--------------------|----------|-----------|
|                    | 1910     | 1909      |
| Wheat, bushels     | 960,774  | 379,809   |
| Corn, bushels      | 90,440   | 3,003,940 |
| Oats, bushels      | 594,021  | 212,262   |
| Barley, bushels    | 704,326  | 197,339   |
| Rye, bushels       | 17,874   | 247       |
| Flax Seed, bushels | 148,195  | 57,443    |
| Flour, bbls.       | 365,750  | 492,600   |
| Flour, Production  | 80,975   | 58,935    |

GALVESTON—Reported by C. McD. Robinson, Chief Inspector of the Cotton Exchange and Board of Trade.

KANSAS CITY, MO.—Reported by E. D. Bigelow, Secretary of Board of Trade.

| Articles           | Receipts  | Shipments |
|--------------------|-----------|-----------|
|                    | 1910      | 1909      |
| Wheat, bushels     | 1,073,600 | 708,400   |
| Corn, bushels      | 1,164,950 | 846,400   |
| Oats, bushels      | 367,500   | 441,000   |
| Barley, bushels    | 4,400     | 95,700    |
| Rye, bushels       | 2,200     | 5,500     |
| Bran, bushels      | 640       | 820       |
| Flax Seed, bushels | 1,000     | 1,000     |
| Hay, tons          | 17,772    | 12,936    |
| Flour, barrels     | 5,000     | 8,250     |

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

| Articles           | Receipts | Shipments |
|--------------------|----------|-----------|
|                    | 1910     | 1909      |
| Wheat, bushels     | 203,660  | 352,700   |
| Corn, bushels      | 248,600  | 271,700   |
| Oats, bushels      | 687,650  | 589,500   |
| Barley, bushels    | 705,500  | 283,900   |
| Rye, bushels       | 69,870   | 45,000    |
| Flax Seed, bushels | 15,600   | 13,780    |
| Hay, tons          | 2,160    | 1,680     |
| Flour, bbls.       | 269,660  | 192,850   |

MONTREAL, QUEBEC, CANADA—Reported by George Hadriell, Secretary of the Board of Trade.

| Articles           | Receipts  | Shipments |
|--------------------|-----------|-----------|
|                    | 1910      | 1909      |
| Wheat, bushels     | 5,223,628 | 4,587,572 |
| Corn, bushels      | 309,459   | 291,036   |
| Oats, bushels      | 1,988,021 | 628,748   |
| Barley, bushels    | 122,050   | 148,005   |
| Rye, bushels       | 6,990     | 6,990     |
| Flax Seed, bushels | 90,347    | 149,967   |
| Flour, bbls.       | 97,593    | 146,199   |

NEW YORK—Reported by H. Heinzer, Statistician of the Produce Exchange.

| Articles           | Receipts  | Shipments |
|--------------------|-----------|-----------|
|                    | 1910      | 1909      |
| Wheat, bushels     | 1,366,500 | 1,306,800 |
| Corn, bushels      | 275,625   | 150,000   |
| Oats, bushels      | 1,695,275 | 1,978,080 |
| Barley, bushels    | 183,600   | 82,875    |
| Rye, bushels       | 11,500    | 10,350    |
| Timothy Seed, lbs. | 2,403 bgs | 1,659 bgs |
| Clover Seed, lbs.  | 754,730   | 85,100    |
| Flax Seed, bushels | 26,270    | 26,270    |
| Hay, tons          | 584,508   | 468,289   |

OMAHA—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

| Articles        | Receipts  | Shipments |
|-----------------|-----------|-----------|
|                 | 1910      | 1909      |
| Wheat, bushels  | 150,000   | 123,600   |
| Corn, bushels   | 1,756,700 | 1,945,900 |
| Oats, bushels   | 659,200   | 872,000   |
| Barley, bushels | 42,000    | 32,000    |
| Rye, bushels    | 1,000     | 4,000     |

PEORIA—Reported by John R. Loifgren, Secretary of the Board of Trade.

| Articles                   | Receipts  | Shipments |
|----------------------------|-----------|-----------|
|                            | 1910      | 1909      |
| Wheat, bushels             | 38,000    | 34,000    |
| Corn, bushels              | 1,130,727 | 1,142,191 |
| Oats, bushels              | 1,141,200 | 652,500   |
| Barley, bushels            | 134,400   | 156,000   |
| Rye, bushels               | 23,100    | 10,000    |
| Mill Feed, tons            | 2,995     | 4,137     |
| Spirits and Liquors, bbls. | 13,291    | 8,569     |
| Syrups and Glucose, bbls.  | 11,000    | 4,475     |
| Seeds, lbs.                | 150,000   | 30,000    |
| Broom Corn, lbs.           |           | 75,000    |
| Hay, tons                  | 3,098     | 2,041     |
| Flour, bbls.               | 230,751   | 148,200   |

PHILADELPHIA—Reported by Frank E. Marshall, Secretary of the Commercial Exchange.

| Articles                | Receipts  | Shipments |
|-------------------------|-----------|-----------|
|                         | 1910      | 1909      |
| Wheat, bushels          | 1,245,865 | 972,508   |
| Corn, bushels           | 107,862   | 62,489    |
| Oats, bushels           | 427,928   | 388,601   |
| Barley, bushels         | 23,000    | 18,000    |
| Rye, bushels            | 1,600     | 900       |
| Timothy Seed, bgs.      | 821       | 366       |
| Clover Seed, bgs.       |           |           |
| Other Grass Seeds, lbs. |           |           |
| Flax Seed, bushels      | 47,200    | 27,793    |
| Hay, tons               | 6,688     | 7,130     |
| Flour, bbls.            | 189,041   | 247,293   |

PITTSBURG, PA.—Reported by O. C. Alexander, Secretary of the Grain and Flour Exchange.

| Articles       | Receipts | Shipments |
|----------------|----------|-----------|
|                | 1910     | 1909      |
| Wheat, bushels | 283,140  | 225,000   |
| Corn, bushels  | 564,390  | 565,350   |
| Oats, bushels  | 654      | 8         |
| Feed, lbs.     | 8,065    | 7,867     |
| Hay, tons      | 836      | 290       |
| Straw, tons    |          |           |

SAN FRANCISCO—Reported by Wm. B. Downes, Statistician of the Merchants' Exchange.

| Articles        | Receipts | Shipments |
|-----------------|----------|-----------|
|                 | 1910     | 1909      |
| Wheat, bushels  | 181,830  | 554       |
| Corn, bushels   | 4,845    | 74        |
| Oats, bushels   | 25,465   | 115       |
| Barley, bushels | 199,465  | 60,157    |
| Rye, bushels    | 855      |           |
| Hay, tons       | 11,628   | 396       |
| Flour, bbls.    | 62,820   | 11,918    |

ST. LOUIS—Reported by George H. Morgan, Secretary of the Merchants' Exchange.

| Articles        | Receipts  | Shipments |
|-----------------|-----------|-----------|
|                 | 1910      | 1909      |
| Wheat, bushels  | 588,000   | 293,000   |
| Corn, bushels   | 2,289,100 | 1,750,100 |
| Oats, bushels   | 1,503     | 2,212     |
| Barley, bushels | 1,792,000 | 1,030,800 |
| Rye, bushels    | 162       | 26,120    |
| Flour, bbls.    | 14,300    | 196,300   |
| Rye, bushels    | 13,000    | 8,000     |
| Hay, tons       | 13,609    | 12,675    |
| Flour, barrels  | 188,250   | 153,970   |

TOLEDO—Reported by Archibald Cassaway, Secretary of the Produce Exchange.

| Articles          | Receipts | Shipments |
|-------------------|----------|-----------|
|                   | 1910     | 1909      |
| Wheat, bushels    | 223,000  | 111,000   |
| Corn, bushels     | 348,650  | 311,800   |
| Oats, bushels     | 177,000  | 110,200   |
| Barley, bushels   | 8,000    | 15,000    |
| Rye, bushels      | 515      | 3,125     |
| Clover Seed, bgs. |          | 191       |

## EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of April, 1910, and for the ten months ending with April, 1910, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

| ARTICLES.                   | APRIL, 1910. |            | TEN MONTHS,<br>ENDING APRIL |             |
|-----------------------------|--------------|------------|-----------------------------|-------------|
|                             | 1909         | 1910       | 1909                        | 1910        |
| <i>Exports—</i>             |              |            |                             |             |
| Barley, bu.                 | 233,013      | 11,217     | 6,496,700                   | 4,169,037   |
| Buckwheat, bu.              | 115,911      |            | 147,998                     | 155,037     |
| Corn, bu.                   | 4,899,768    | 3,627,898  | 34,057,938                  | 32,674,279  |
| Corn Meal, bbls.            | 26,951       | 27,721     | 391,248                     | 274,863     |
| Oats, bu.                   | 37,025       | 149,979    | 1,455,412                   | 1,172,713   |
| Oatmeal, lbs.               | 2,474,075    | 669,375    | 13,969,827                  | 14,427,685  |
| Rye, bu.                    | 74           | 16,765     | 1,264,811                   | 291,567     |
| Rye Flour, bbls.            | 310          | 166        | 3,090                       | 3,071       |
| Wheat, bu.                  | 673,852      | 2,953,131  | 63,899,793                  | 43,567,465  |
| Wheat Flour, bbls.          | 640,913      | 528,330    | 9,535,415                   | 7,990,433   |
| Bran, Miller's, etc., tons. | 5,949        | 3,112      | 38,495                      | 43,720      |
| Dried Grains, etc. tons     | 5,708        | 6,212      | 58,723                      | 50,335      |
| Malt, bu.                   | 11,843       | 19,076     | 139,161                     | 124,398     |
| Oil Cake and Oil-Cake Meal— |              |            |                             |             |
| Corn, lbs.                  | 5,503,176    | 2,438,728  | 44,996,251                  | 39,391,409  |
| Flaxseed or Linseed lbs.    | 56,963,276   | 62,520,443 | 618,642,643                 | 542,296,317 |
| Rice, lbs.                  | 190,595      | 1,334,329  | 1,392,520                   | 3,484,819   |
| Rice Bran, Meal, etc. lbs.  | 957,100      | 254,550    | 18,851,138                  | 19,433,029  |
| Clover Seed, lbs.           | 557,788      | 204,187    | 11,932,893                  | 6,767,485   |
| Flax Seed, bu.              | 2,635        | 331        | 852,941                     | 155,198     |
| Timothy Seed, lbs.          | 1,959,486    | 2,902,827  | 22,491,863                  | 26,391,863  |
| Other Grass Seed, val.      | \$13,053     | \$18,451   | \$437,550                   | \$585,002   |
| Beans, etc., bu.            | 19,990       | 20,731     | 255,039                     | 325,732     |
| <i>Imports—</i>             |              |            |                             |             |
| Oats, bu.                   | 977,349      | 40,006     | 5,308,035                   | 883,632     |
| Wheat, bu.                  | 1,022        | 2,934      | 33,839                      | 42,276      |
| Wheat Flour, bbls.          | 12,972       | 15,952     | 80,698                      | 113,620     |
| Rice, lbs.                  | 8,606,173    | 10,081,340 | 68,808,231                  | 70,558,607  |
| Rice Bran, Meal, etc. lbs.  | 10,038,775   | 13,450,553 | 104,377,598                 | 115,041,057 |
| Castor Beans, bu.           |              | 26,902     |                             | 622,672     |
| Clover Seed, lbs.           | 1,772,780    | 1,321,435  | 12,413,723                  | 12,633,486  |
| Flax Seed, bu.              | 1,283        | 1,395,247  | 52,652                      | 3,148,836   |
| Beans, etc., bu.            | 454,763      | 83,992     | 2,486,703                   | 921,438     |



[For the Illinois Grain Dealers' Ass'n.]

**MARKET PRICES AND DISCOUNTS ON CORN ON A DRY-MATTER BASIS.\***

BY JOHN D. SHANAHAN,

Crop Technologist in Charge, Grain Standardization, Bureau of Plant Industry, U. S. Department of Agriculture.

During the years from 1900 to 1909 inclusive the average yearly production of corn in the United States in round numbers was 2,453 million bushels, of which an average yearly yield of about 318 million bushels, or about 13 per cent, was produced in the state of Illinois alone. The average yearly commerce in corn of the United States, based upon the quantity shipped off the farm, was about 490 million bushels, or 20 per cent of the production. Of this commerce, the state of Illinois furnished an average yearly of about 134 million bushels, or about 27 per cent, which represented also about 42 per cent of the average yearly production of the state.

Five per cent would be a conservative estimate of the percentage of water in excess of an air-dry basis, that was annually shipped off the farm with the corn during the period. This for the state of Illinois alone would amount to a yearly average of about 187,600 tons or nearly 45 million gallons of water. Tons of coal were burned and all sorts of energy has been expended annually in handling and transporting this water about the country and the world. An economic waste. Excessive moisture in shelled corn is undesirable for many reasons, the chief of which is that it is a dangerous element in corn in storage and in transit, especially in ocean transit, causing the grain to mold and ferment, and to become hot and unfit for food when exposed to even moderately warm temperatures.

When corn contains excessive quantities of moisture, the horny seed coat, which covers the grain as well as the glutinous walls of the starch cells within the kernel, is unnaturally swollen or distended by the water. When such corn is partially artificially dried at high temperatures, the rapid extraction of the water causes the seed coat to check, or crack, especially over the germ, these cracks forming excellent places for the growth of molds and bacteria and for the action of certain ferments to begin, causing the corn to heat. For this reason partially artificially dried corn, at least as the drying is at present practiced, is more dangerous for storage and shipment than natural corn containing the same quantity of moisture.

This danger is obviated when such corn is artificially dried to an air-dry basis, but the rapid extraction of the water at high temperatures during the process leaves the starch cell walls distended and causes them to become brittle. For this reason corn that has been thus treated breaks up badly and becomes mealy when handled. When corn is dried naturally, the whole kernel contracts uniformly and the seed coat and starch cell walls retain their natural toughness.

Again, the corn kernel is a living thing which uses up oxygen and gives off carbon dioxide and which during this process consumes certain of the food material stored within the kernel. When the kernel is thoroughly air-dry, this action is at its lowest ebb, or entirely dormant; but as the moisture content is increased, the action becomes more and more pronounced.

The first reason given why excessive moisture in corn is undesirable for commercial purposes has long been recognized as a valid one by men who have had experience with the handling of that grain. But no commercially practicable means of definitely measuring the moisture content of corn existed until 1906, when the Department of Agriculture developed the Brown and Duvel apparatus and had it patented for the benefit of the people of the country. Since that date greater progress has been made in understanding and controlling the factor of moisture in corn than had been made before during the history of the corn trade.

**THE BASIS AND USES OF GRAIN TRADES.**

In Circular No. 55 of the Bureau of Plant Industry, United States Department of Agriculture, entitled "American Export Corn (Maize) in Europe," which was issued March 26th, 1910, there was printed a table (XVI) showing the relative worth, on a dry-matter basis, of grain containing quantities of moisture ranging from 12 to 25 per cent and at prices ranging from 40 cents to one dollar per unit of measure.

The trend of the discussion among grain dealers relative to the values shown in that table, as well as the tone of several communications on the subject, have indicated that the purposes and the uses for which the table was intended were not clearly understood. It therefore, seems desirable to discuss this table more fully than was done in the circular in order to contribute to a fuller understanding of the relations between the dry-matter basis of value and grain grades, market prices and discounts.†

The intrinsic worth of corn lies in its dry-matter content, and the water necessary to make it digestible as food for man or beast is easily obtainable at little or no cost; and this is true of other grains as well. Because the atmosphere always contains more or less moisture, corn is never found in commerce in a thoroughly dry condition. Even when thoroughly air-dry, it still contains a considerable quantity of water. Therefore, we must always have more or less water to deal with in handling commercial corn. The range of intrinsic worth within the dry-matter content itself of corn is of considerable importance, some corn being higher in proteins than others, some higher in starch, and some higher in fats or oils, etc. Considered from a purely commercial standpoint, however, at least at the present time and under present conditions, this range, or variation, in the intrinsic worth of the dry-matter content of corn is relatively of little importance when compared with the great range in the moisture content found in the commercial corn of the United States. The moisture content (which naturally also indicates its dry-matter content) is, therefore, the most important fundamental factor upon which commercial grades of corn may be based. The relation of the moisture and dry-matter contents to the intrinsic worth of grains makes Table XVI peculiarly valuable in applying those two factors in the fixing of grades, especially grades of corn, and also as a basis from which to figure market values.

The function of a grain trade is to indicate a given and necessarily arbitrarily fixed division of the intrinsic worth of a kind or class of grain. It cannot with due reference to stability and fairness be made to serve any other legitimate purpose. Grain trades cannot successfully be made to serve this purpose and at the same time be made to control market prices and discounts nor be made to control the avenues of trade through which the grain must pass. In order to maintain a system of grain grades upon a sound and legitimate basis, the measure of the whole range of the intrinsic worth, as represented by essential fundamental factors of value of the merchantable quality of each kind or class of grain, must be taken and that measure divided into as many sub-divisions, or grades, as will give a reasonable range of intrinsic worth within each grade, and into as many grades as the commercial and economic conditions at the time the grades are fixed may warrant.

In order that the grain trades may be useful and of value for the purposes for which they are intended, they should, when once fixed, be held inviolable, and changes in them should not be made excepting when general market and economic conditions, relating to a particular grain or to the whole grain industry, clearly show that changes are necessary and desirable. In simple terms, grain grades should be based upon the measure of factors of intrinsic worth, and the market prices of and the discounts on those grades should be left to the control and regulation of the laws of supply and demand.

It would not be difficult to imagine a temporary combination of market conditions which might possibly cause No. 4 corn to sell for a higher price in one market than No. 3 corn in another, or even a case where both grades might sell for the same price in the same market, owing to a lively demand for the No. 4 and a complete lack of demand for the No. 3 grade. Neither is it impossible to imagine a like temporary situation that would cause corn of all grades to sell for the same price on the same market; but this would furnish no valid reason for changing the requirements of either grade unless it could be clearly shown that such conditions either had become or threatened to become permanent.

While it is highly desirable from almost every standpoint, and especially with regard to our export trade, that grain grades, at least in their essential fundamental requirements, shall be uniform throughout the country east of the Rocky Mountains, yet it is not absolutely necessary that they be so; but whether the grades be National in their scope or made to apply only to individual large grain producing sections or to individual large grain centers or markets within those sections, the lines of demarcation between the grades should be clear and well defined, and be rigidly adhered to.

**MODIFICATIONS OF DRY-MATTER VALUES.**

In Circular No. 55, from which Table XVI was reprinted, it is clearly indicated that the factors of moisture and dry-matter *only* were considered in calculating the relative values of grain on a dry-matter basis; and while those factors are fundamental and the basis is an excellent one from which to figure market values and discounts, yet other factors and circumstances affecting those values must be considered in computing market values and discounts. Among the factors and circumstances that are bound to modify the dry-matter values shown in the table the following may be said to be prominent with special reference to corn:

(1) The relative quantity of damp and therefore undesirable corn in the surplus corn producing states, or in territory contiguous to any given grain market, and the relative quantity of the market re-

ceipts that is upon inspection placed in each grade.

(2) The well known tendency in damp corn to deteriorate in storage and in transit, and the accelerated risk from such deterioration as the moisture content of the corn increases.

(3) Market conditions relative to supply and demand at the time the corn is marketed and the relative capacity of the grain markets to digest, or dispose of, corn in an inferior condition at a profit.

(4) Weather conditions at the time of marketing and consideration of future weather conditions as affecting the condition and carrying capacity of corn.

(5) Consideration of the fact that artificially dried corn, and especially corn dried from high moisture contents, is generally not as desirable as corn of equal moisture content dried through natural processes, and that the "invisible loss" from handling such corn is usually greater than is the case from the handling of naturally dried corn.

It will, therefore, be seen that the relative values as given in the table cannot be literally applied as showing final market values and discounts, and it was not intended that they should be so applied.

The prices obtained or that are obtainable for grain on any grain market, and the discounts as well, are either directly or indirectly relative to and based upon the market value of the most desirable quality of the particular kind of grain being handled or marketed. This most desirable quality in the case of corn is usually expressed in the grade of No. 2 corn, which in many markets allows a maximum of 16 per cent of moisture, although, in the opinion of the writer, based upon his experience and observations, a maximum of 16 per cent of moisture is too liberal for that grade for general market purposes, because of the fact that the grade of No. 2 is almost universally recognized as the best commercial grade of corn.

**CORN OF HIGH MOISTURE CONTENT NOT DESIRABLE.**

With special reference to grain, and judged from a commercial standpoint, it seems to be a law, or at least a circumstance, in nature that the quantity of the most desirable quality of all grain is relatively small as compared with the quantity of the mediocre or undesirable quality produced. It must, therefore, necessarily always be true that the corn coming nearest to fulfilling the requirements of the most desirable quality will always be subjected to less market discounts than corn that is less desirable and comes farthest from fulfilling those requirements. The quantity of moisture that may be safely carried in corn depends to a large extent upon the history of the corn, including the manner in which it is harvested, handled, transported and stored; the length of time and the conditions under which it is stored; and also upon the length of time required after harvest before it is put into consumption, and the season of the year during which it is handled or marketed.

A large percentage of the corn of commerce is "winter shelled" and put into storage before it is in proper condition. Much of this corn is shipped or exported during the early spring or summer. Fermentation usually begins in such corn immediately upon being exposed to moderately warm temperatures, after which it is not in fit condition for shipment, especially in cases where its moisture content is exceptionally high. For general market purposes, therefore, it is not sufficient that corn containing high percentages of moisture should carry without visible signs of deterioration from the farm or the country station to a given point or market, or that it should stand shipment or storage for from 30 to 60 days without such signs of deterioration because that is not the end of the matter. The shifting of the responsibility for losses in corn through deterioration from the farmer or the country shipper to the merchant in the central market, or in turn from the merchant to the consumer, does not lessen the undesirable effect upon general market and economic conditions of the shipment of such corn from the farm. Corn containing high percentages of moisture may, therefore, be said to be undesirable for general market purposes, and from the standpoint of the corn industry of the world as a whole, the same may be said of corn that contains to exceed 14 or 15 per cent of moisture. Corn containing high percentages of moisture will no doubt always be very sensitive to the laws of supply and demand and subject to considerable fluctuations in market prices and discounts, depending upon general market conditions at the time it is marketed.

Granting that market values and discounts are generally based upon the value of the most desirable quality, or, in the case of corn upon "contract," or No. 2 corn, or corn containing 16 per cent of moisture, rather than upon the value of No. 3 corn, or corn containing 19 per cent of moisture, the question seems to be: What are to be considered fair and reasonable market discounts on corn containing the higher percentages of moisture? Such corn is often purchased for the express purpose of making "contract," or No. 2 corn, containing not to exceed 16 per cent of moisture through artificial drying.

**DISCOUNTS BASED ON 16 PER CENT OF MOISTURE.**

For the purpose of illustrating the uses of the principle upon which Table XVI of Circular No. 55 is based, in calculating market values and dis-

\*An address by the author before the Illinois Grain Dealers' Association in annual convention at Decatur, Ill., on June 8, 1910.

†See p. 572, "American Elevator and Grain Trade," April number, 1910.



counts, three tables are given. In order to simplify the calculations, each table is figured from the basis of a price of 63 cents per bushel for corn containing 16 per cent of moisture. This price is equivalent to 64½ cents per bushel for corn containing 14 per cent and 66 cents per bushel for corn containing 12 per cent of moisture on a dry-matter basis.

The difference in value per each one per cent of moisture on that basis is exactly ¼ of one cent per bushel. The cost of drying where shown is in all cases estimated and is not in any sense meant to show what that cost actually is or what it should be.

Table I shows the relative worth on a dry-matter basis of 1,000 bushels each of corn containing from 12 to 25 per cent of moisture as compared with the worth of 1,000 bushels containing 16 per cent of moisture at 63 cents per bushel.

Table I. The relative worth of 1,000 bushels each of corn containing from 12 to 25 per cent of moisture compared with the value of 1,000 bushels containing 16 per cent of moisture at 63 cents per bushel; the estimated cost of drying being added to corn containing in excess of 16 per cent of moisture.

| Original moisture content, Per cent. | Value of 1,000 bus. D-M basis, Dollars. | Shrinkage in drying, Per cent. | Equivalent at 16% of moisture, Bushels. | Value at 63c per bu. Dollars. | Difference per bu. D-M basis, Cents. | Estimated cost of drying per bu. Cents. | Premium or discount per bu. Cents. |
|--------------------------------------|---|--------------------------------|---|-------------------------------|--------------------------------------|---|------------------------------------|
| 12                                   | 660.00                                  | 0.00                           | 1,047.6                                 | 669.99                        | *3                                   | 0                                       | *3                                 |
| 13                                   | 652.50                                  | 0.00                           | 1,035.7                                 | 652.49                        | *2½                                  | 0                                       | *2½                                |
| 14                                   | 645.00                                  | 0.00                           | 1,023.8                                 | 644.99                        | *2                                   | 0                                       | *2                                 |
| 15                                   | 637.50                                  | 0.00                           | 1,011.9                                 | 637.50                        | *1½                                  | 0                                       | *1½                                |
| 16                                   | 630.00                                  | 0.00                           | 1,000.0                                 | 630.00                        | 0                                    | 0                                       | 0                                  |
| 17                                   | 622.50                                  | 1.19                           | 988.1                                   | 622.50                        | ¾                                    | ¾                                       | 1¼                                 |
| 18                                   | 615.00                                  | 2.38                           | 976.2                                   | 615.01                        | 1½                                   | 1½                                      | 2½                                 |
| 19                                   | 607.50                                  | 3.57                           | 964.3                                   | 607.51                        | 2½                                   | 2½                                      | 3½                                 |
| 20                                   | 600.00                                  | 4.76                           | 952.4                                   | 600.01                        | 3½                                   | 3½                                      | 4½                                 |
| 21                                   | 592.50                                  | 5.95                           | 940.5                                   | 592.52                        | 4½                                   | 4½                                      | 5½                                 |
| 22                                   | 585.00                                  | 7.14                           | 928.6                                   | 585.02                        | 5½                                   | 5½                                      | 6½                                 |
| 23                                   | 577.50                                  | 8.33                           | 916.7                                   | 577.52                        | 6½                                   | 6½                                      | 7½                                 |
| 24                                   | 570.00                                  | 9.52                           | 904.8                                   | 570.03                        | 7½                                   | 7½                                      | 8½                                 |
| 25                                   | 562.50                                  | 10.71                          | 892.9                                   | 562.53                        | 8½                                   | 8½                                      | 9½                                 |

\*Premium over corn containing 16 per cent of moisture.

In each of the examples shown in this table as well as in those shown in Tables II and III, it will be noted that the worth of the dry-matter in each case is constant. In other words, 1,000 bushels of corn containing 12 per cent of moisture at 66 cents per bushel and worth \$660 is equivalent to 1,047.6 bushels containing 16 per cent of moisture, which, at 63 cents per bushel, is worth \$659.99, or practically the same amount.

Furthermore, 1,000 bushels of corn containing 25 per cent of moisture, at 56½ cents per bushel and worth \$562.50, is equivalent to only 892.9 bushels (the quantity after drying) containing 16 per cent of moisture, which, at 63 cents per bushel, equals \$562.53, or practically the same amount.

There being a difference in actual worth of ¼ of one cent per bushel for each one per cent of moisture, corn containing 12 per cent of moisture is worth 3 cents per bushel more, and corn containing 25 per cent of moisture is worth 8½ cents per bushel less, than corn containing 16 per cent of moisture, on a dry-matter basis.

In order, through drying artificially in the market, to equalize the market value of corn containing only 16 per cent of moisture and the value of corn containing in excess of 16 per cent, it is necessary in each case to add to the differences in the worth of the dry-matter, as shown in Table XVI, the cost of handling and drying. The shrinkage in each case is taken care of in the relative values shown.

#### DISCOUNTS BASED ON 14 PER CENT OF MOISTURE.

Table II shows the relative worth on a dry-matter basis of 1,000 bushels each of corn containing from 12 to 25 per cent of moisture as compared with the worth of 1,000 bushels containing 14 per cent of moisture at 64½ cents per bushel.

Table II. The relative worth of 1,000 bushels each of corn containing from 12 to 25 per cent of moisture compared with the value of 1,000 bushels containing 14 per cent of moisture at 64½ cents per bushel; the estimated cost of drying being added to corn containing in excess of 14 per cent of moisture.

| Original moisture content, Per cent. | Value of 1,000 bus. D-M basis, Dollars. | Shrinkage in drying, Per cent. | Equivalent at 14% of moisture, Bushels. | Value at 64½c. per bu. Dollars. | Difference per bu. D-M basis, Cents. | Estimated cost of drying per bu. Cents. | Premium or discount per bu. Cents. |
|--------------------------------------|---|--------------------------------|---|---------------------------------|--------------------------------------|---|------------------------------------|
| 12                                   | 660.00                                  | 0.00                           | 1,023.3                                 | 660.03                          | *1½                                  | 0                                       | *1½                                |
| 13                                   | 652.50                                  | 0.00                           | 1,011.6                                 | 652.48                          | *1                                   | 0                                       | *1                                 |
| 14                                   | 645.00                                  | 0.00                           | 1,000.0                                 | 645.00                          | 0                                    | 0                                       | 0                                  |
| 15                                   | 637.50                                  | 1.16                           | 988.4                                   | 637.52                          | ¾                                    | ¾                                       | 1¼                                 |
| 16                                   | 630.00                                  | 2.33                           | 976.7                                   | 629.97                          | 1½                                   | 1½                                      | 2½                                 |
| 17                                   | 622.50                                  | 3.49                           | 965.1                                   | 622.49                          | 2½                                   | 2½                                      | 3½                                 |
| 18                                   | 615.00                                  | 4.65                           | 953.5                                   | 615.01                          | 3½                                   | 3½                                      | 4½                                 |
| 19                                   | 607.50                                  | 5.81                           | 941.9                                   | 607.53                          | 4½                                   | 4½                                      | 5½                                 |
| 20                                   | 600.00                                  | 6.98                           | 930.2                                   | 599.98                          | 5½                                   | 5½                                      | 6½                                 |
| 21                                   | 592.50                                  | 8.14                           | 918.6                                   | 592.50                          | 6½                                   | 6½                                      | 7½                                 |
| 22                                   | 585.00                                  | 9.30                           | 907.0                                   | 585.02                          | 7½                                   | 7½                                      | 8½                                 |
| 23                                   | 577.50                                  | 10.47                          | 895.3                                   | 577.47                          | 8½                                   | 8½                                      | 9½                                 |
| 24                                   | 570.00                                  | 11.63                          | 883.7                                   | 569.99                          | 9½                                   | 9½                                      | 10½                                |
| 25                                   | 562.50                                  | 12.79                          | 872.1                                   | 562.50                          | 10½                                  | 10½                                     | 11½                                |

\*Premium over corn containing 14 per cent of moisture.

Using a limit of 14 per cent of moisture as a basis for figuring market values, 1,000 bushels of corn containing 12 per cent are equivalent to 1,023.3 bushels containing 14 per cent and are worth a premium of 1½ cents per bushel, while 1,000 bushels containing 25 per cent of moisture are equivalent to only 871.1 bushels at 14 per cent and are worth 8½ cents per bushel less than corn containing 14 per cent of moisture. The estimated cost of drying or 1½ cents per bushel added to this 8½ cents would make the corn containing 25 per cent worth 9½ cents per bushel less (including shrinkage) than corn containing 14 per cent of moisture on a dry-matter basis.

#### DISCOUNTS BASED ON 12 PER CENT OF MOISTURE.

During the middle and late summer of each year considerable quantities of corn containing as low as 12 per cent of moisture are usually found in good corn cribs on the farm and also in transit from the country stations to the markets. Corn containing less than 12 per cent is seldom found under commercial conditions. Corn containing 12 per cent of moisture has not, in any situation, been found in a heating or spoiling condition because of excess moisture. This percentage, therefore, seems to be practically the air-dry basis for commercial corn. For these reasons 12 per cent of moisture would seem to be the most logical percentage from which to figure corn values and discounts on a dry-matter basis in order to cover all situations and conditions.

Table III. The relative worth of 1,000 bushels each of corn containing from 12 to 25 per cent of moisture compared with the value of 1,000 bushels containing 12 per cent (air-dry basis) of moisture; the estimated cost of drying being added to corn containing in excess of 14 per cent of moisture.

| Original moisture content, Per cent. | Value of 1,000 bus. D-M basis, Dollars. | Shrinkage in drying, Per cent. | Equivalent at 12% of moisture, Bushels. | Value at 60c per bu. Dollars. | Difference per bu. D-M basis, Cents. | Estimated cost of drying per bu. Cents. | Normal discount per bu. Cents. | Frgt. on excess moisture, 10c rate, Dollars. |
|--------------------------------------|---|--------------------------------|---|-------------------------------|--------------------------------------|---|--------------------------------|--|
| 12                                   | 660.00                                  | 0.00                           | 1,000.0                                 | 660.00                        | 0                                    | 0                                       | 0                              | 0.00   |
| 13                                   | 652.50                                  | 1.13                           | 988.7                                   | 652.54                        | ¼                                    | 0                                       | 1½                             | 1.13   |
| 14                                   | 645.00                                  | 2.27                           | 977.3                                   | 645.02                        | ½                                    | 0                                       | 2½                             | 2.27   |
| 15                                   | 637.50                                  | 3.41                           | 965.9                                   | 637.49                        | ¾                                    | ¾                                       | 3½                             | 3.41   |
| 16                                   | 630.00                                  | 4.54                           | 954.3                                   | 630.00                        | 1                                    | 1                                       | 4½                             | 4.54   |
| 17                                   | 622.50                                  | 5.68                           | 943.2                                   | 622.51                        | ¾                                    | ¾                                       | 5½                             | 5.68   |
| 18                                   | 615.00                                  | 6.82                           | 931.8                                   | 614.99                        | 1½                                   | 1½                                      | 6½                             | 6.82   |
| 19                                   | 607.50                                  | 7.95                           | 920.5                                   | 607.53                        | 2½                                   | 2½                                      | 7½                             | 7.95   |
| 20                                   | 600.00                                  | 9.09                           | 909.1                                   | 600.01                        | 3½                                   | 3½                                      | 8½                             | 9.09   |
| 21                                   | 592.50                                  | 10.23                          | 897.7                                   | 592.48                        | 4½                                   | 4½                                      | 9½                             | 10.23  |
| 22                                   | 585.00                                  | 11.36                          | 886.4                                   | 585.02                        | 5½                                   | 5½                                      | 10½                            | 11.36  |
| 23                                   | 577.50                                  | 12.50                          | 875.0                                   | 577.50                        | 6½                                   | 6½                                      | 11½                            | 12.50  |
| 24                                   | 570.00                                  | 13.64                          | 863.6                                   | 569.98                        | 7½                                   | 7½                                      | 12½                            | 13.64  |
| 25                                   | 562.50                                  | 14.78                          | 852.2                                   | 562.45                        | 8½                                   | 8½                                      | 13½                            | 14.78  |

It will be noted in this table that 1,000 bushels of corn containing 25 per cent of moisture is equivalent to only 852.2 bushels containing 12 per cent and is worth 9½ cents per bushel less than corn containing 12 per cent at 66 cents per bushel on a dry-matter basis. The estimated cost of drying, or 1½ cents per bushel, added to this would make the corn containing 25 per cent of moisture worth 11½ cents per bushel less (including shrinkage) than the corn containing 12 per cent of moisture.

#### FREIGHT CHARGES AND GRADES.

One feature of this showing, however, must not be lost sight of; that is, that some party to each transaction, and in most cases the country shipper, pays freight to market on this excess moisture content, which in each case equals the percentage of the shrinkage in weight in drying.\* The amount paid for freight on moisture in excess of 12 per cent per 1,000 bushels of corn calculated on the basis of a rate of 10 cents per bushel is shown in the right-hand column of Table III.

#### DISCOUNTS ON UNDRYED CORN AND DISCOUNTS BY GRADES.

The discounts as shown in the tables are predicated upon the corn which contains moisture in excess of the basic percentages of each table, being dried in the market for the purpose of equalizing values.

In order to equalize those values when the corn is not or cannot be dried in the market, the differences in the worth of the corn on a dry-matter basis would naturally be subject to such additional discounts as general market conditions and contingencies may warrant in order to secure to the purchaser a reasonable profit, or at least a prospect of such profit, when the grain or its products are resold. Where the corn contains exceptionally high percentages of moisture, these additional discounts may be expected to be comparatively heavy on account of the added risk of deterioration in such grain.

On a dry-matter basis, the range of intrinsic worth within each of the corn grades used in many grain markets, considered from the standpoint of the prices used in the foregoing tables, is as follows:

| Grade.     | Range in moisture.            | Range in value  |
|------------|-------------------------------|-----------------|
| No. 1 Corn | 12 to 15 per cent.            | 2½c per bu.     |
| No. 2 Corn | 16 per cent (1 per cent only) | ¾ of 1c per bu. |
| No. 3 Corn | 17 to 19 per cent inclusive.  | 2½c per bu.     |
| No. 4 Corn | 20 to 22 per cent inclusive.  | 2½c per bu.     |

The range in value within each of these grades, with the exception of No. 2, is manifestly too wide

\*Circular 32, Bureau of Plant Industry, shows in tabulated form the shrinkage in weight that takes place in drying corn containing various percentages of moisture.

to furnish an equitable basis for settlements on a dry-matter basis when those settlements are made at a uniform price for each grade. In order, therefore, to furnish a more equitable basis upon which to calculate market values and discounts on a dry-matter basis, the moisture limits of those grades should have a less wide range or the grade moisture limits other than a fixed or standard per cent should be eliminated when calculating those values.

#### RELATIVE WORTH OF GRAIN ON A DRY-MATTER BASIS.

The table first referred to as showing the relative worth of grain on a dry-matter basis is here given as Table IV. Through the use of this table, the relative worth of the dry-matter content only of grain containing various quantities of moisture may be quickly ascertained. Thus, if corn containing 12 per cent of moisture is worth 40 cents per bushel (or other unit of measure), then corn containing 22 per cent of moisture is worth 35.45 cents and corn containing 25 per cent of moisture is worth 34.09 cents on the same basis, because corn containing 12 per cent of moisture at 40 cents per bushel contains 88 per cent of dry matter, and each 1 per cent of dry matter is therefore worth 1/88 of 40 cents, which equals .4545+ of 1 cent; corn containing 22 per cent of moisture which contains but 78 per cent of dry matter would be worth 78 × .4545+ of 1 cent, or 35.45 cents, per bushel, and corn containing 25 per cent of moisture and 75 per cent of dry matter would be worth 75 × .4545+ of 1 cent, or 34.09 cents per bushel on a dry-matter basis. The worth of each 1 per cent of dry matter for each price per unit of measure given is shown in the column at the right of the table.

The table may be used either way to ascertain these relative values. As, for instance, if a maximum of 16 per cent of moisture is allowed in "No. 2 Corn" and that grade of corn is worth 63 cents per bushel, then corn of the same grade containing only 12 per cent of moisture would be worth 66 cents, while corn containing 22 per cent would be worth 58.50 cents and corn containing 25 per cent of moisture would be worth 56.25 cents per bushel on a dry-matter basis.

## BARLEY and MALT

Some barley had to be re-sown this spring, and the practice is not a good one. It makes a mixed crop that is especially disliked by the maltsters.

The Garden City Malting Co., of Chicago, has been incorporated with \$50,000 capital by C. E. Funk, L. M. Cook and F. E. Wallace.

California will this year reap the largest barley crop of record. Barley is the state's principal grain crop and last year produced over 31,000,000 bushels, or nearly 20 per cent of the country's entire yield.

The first carload of barley that has reached the Stockton, Cal., market this season was purchased by Frank A. Guernsey recently. Many farmers in the vicinity of Stockton are harvesting from twenty to twenty-seven sacks to the acre. In past years the harvest has been from five to ten sacks to the acre.

As a result of the severe cold weather during the latter part of April it is reported that the barley crop has been badly damaged, says a Wisconsin correspondent of the American Brewers' Review. The loss in the neighborhood of La Crosse, according to farmers, will be enormous. Much of the barley which was reaching a maturing stage was ruined while that just coming above the ground was badly damaged, and only saved from ruin by the heavy snow. The loss will run from \$50,000 to \$100,000 and the crop as a whole will be greatly retarded.

The Washington Farmers' Union talks of opening an office in Chicago, when they think they can get a better price for their wheat than is paid at home markets.

Mail samples of new Texas oats were seen in Chicago on June 3 from near Fort Worth. They were the Texas rust-proof, weighing 35 to 36 lbs. and were fine.

M. E. Cooke received a car of Pacific No. 3 white wheat at Chicago on May 25 from Rupert, Idaho, which brought \$1.08 on the open market. The freight was 60c per 100 lbs.

The Marysville Hay, Feed & Fuel Co. has been organized at Marysville, Ohio, by John A. Schott, David Waters and Mark Baughn. A building, 60x40, will be erected and a hay bailer with capacity of forty tons a day will be installed. This will be the first alfalfa and clover meal mill to be established in Ohio.

There is scarcely a community of any size in the country that has not been plucked and plundered by these bucketshop sharks, who are about as conscienceless a class as ever preyed upon the cupidity of the public. It is therefore a good thing that the paternalism of Uncle Sam has been invoked to save suckers from the consequences of their own folly.—Pittsburg Times.



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

The old Zorn Elevator in Downs, Ill., is being remodeled.

Norman Bros. have purchased the Edwards Elevator at Tolono, Ill.

Harrison Bros. have completed repairs on their elevator at Dwight, Ill.

C. A. Fenstermaker of Amboy, Ill., is building a 14x22 addition to his elevator.

E. Cockrell recently installed a No. 13 "Western" Warehouse Sheller at Kane, Ill.

The St. Joseph Grain Co., of St. Joseph, Ill., will erect a new office at that place.

The Union Iron Works of Decatur, Ill., has ordered a Hall Signaling Distributor.

Rudy & Co. are installing a No. 14 "Western" Warehouse Sheller at Vermilion, Ill.

The Lexington Grain Co. of Lexington, Ill., has installed a National Automatic Scale.

The Witt Grain Co., of Witt, Ill., recently installed a "Western" Gyrating Cleaner.

Edwin Beggs has installed a No. 14 "Western" Warehouse Sheller at Murrayville, Ill.

The Weller Manufacturing Co. of Chicago, has purchased a Hall Signaling Distributor.

The Greenville Elevator Co., of Greenville, Ill., has purchased a "Western" Mill Sheller.

The new Farmers' Elevator at St. Joseph, Ill., has been completed and is now in operation.

Engineer Cook of the Chicago & Alton Railroad will erect a grain elevator in Joliet, Ill.

Rudy & Co. are installing a No. 14 "Western" Warehouse Sheller at May, Edgar county, Ill.

C. H. Nobbe recently installed a No. 0 "Western" Rolling Screen Cleaner at Farmersville, Ill.

V. C. and Trave Elmore are installing a No. 13 "Western" Warehouse Sheller at Hillview, Ill.

A 2,500-bushel National Automatic Scale has been installed in the Farmers' Elevator at Stanford, Ill.

The Farmers' Elevator Company of Watseka, Ill., has been incorporated by Wilton Bowton and others.

The Mansfield-Ford Grain Co., of Lakefork, Ill., is installing a No. 33 "Western" Gyrating Cleaner.

C. C. Benson of Fairmount, Ill., has just installed a new Fairbanks Automatic Grain Scale in his elevator.

The Junction Elevator Co., of Junction, Ill., recently purchased a No. 15 "Western" Warehouse Sheller.

The work of moving the elevator of Bane & Son to a new foundation in Ellsworth, Ill., has been completed.

The National Elevator Co. recently installed a No. 1 "Western" Rolling Screen Cleaner at Blue Mound, Ill.

Ernest Heldt, Sr., and sons, Charles and Fred, have purchased the Cloidt Elevator in Beecher, Ill., for \$13,500.

The St. Joseph Grain Co. of St. Joseph, Ill., has installed a National Automatic Scale of 2,500 bushels capacity.

The Farmers' Elevator Co. of Cornell, Ill., is endeavoring to sell \$10,000 additional stock to erect a new elevator.

Rudy & Co. are installing a No. 14 "Western" Warehouse Sheller and a cast iron adjustable boot at Dudley, Ill.

A National Automatic Scale of 2,500 bushels capacity is being installed by the Livingstone Grain Co., at Heyworth, Ill.

The Garfield Grain and Coal Co., of Garfield, La Salle County, Ill., have increased their capital stock from \$5,000 to \$10,000.

J. F. Umpleby of Dunkel, Ill., has placed his order with the Union Iron Works for a "Western" double revolving screen re-cleaner.

A National Automatic Scale of 2,500 bushels capacity has been installed in the Livingstone Grain Co.'s elevator at Wapella, Ill.

E. D. Meyers has disposed of his elevator in Freeport, Ill., and in the deal has come into possession of a 200-acre farm in Minnesota.

The Herb Bros.' Elevator at Emington, Ill., has been sold to George Hargraves and Horace Robinson, of Manhattan, Ill., for \$4,000.

The elevator in course of erection for William Werner and Son in Brock, Kankakee county, Ill., is nearing completion. The capacity will be 15,000 bushels.

G. W. Bishop & Co., are making extensive improvements in their elevator at Palestine, Ill. The work is being done by the Reliance Construction Co., of Indianapolis, Ind.; "Western" machinery fur-

nished by the Union Iron Works, of Decatur, Ill., is being used.

The Webb Grain Co. of Weldon, Ill., is building a new elevator of 22,000 bushels capacity. The Union Iron Works of Decatur, Ill., is furnishing the machinery.

E. L. Champion is making extensive improvements in his elevator at Trilla, Ill. The machinery was furnished by the Union Iron Works, of Decatur, Ill.

The Allendale Milling Co., of Allendale, Ill., has awarded the contract to the Burrell Engineering & Construction Co. for a 10,000-bushel grain elevator at Patton, Ill.

Rosenthal Sons are building a 25,000-bushel grain elevator at Crystal Lake, Ill., also a 300-ton coal chute. The Burrell Engineering & Construction Co. had the contract.

W. C. Field has placed his order with the Union Iron Works of Decatur, Ill., for the machinery with which to make extensive repairs and improvements in his elevator at Eldred, Ill.

The Chatham Elevator Co., of Chatham, Ill., has placed its order with the Union Iron Works, of Decatur, Ill., for a "Western" Pitless Sheller and Gyrating Cleaner; also a stand of elevators.

The National Automatic Scale Co. of Bloomington, Ill., has an order from Oakford & Fahnestock of Peoria, Ill., for a coffee bagging machine of 25 to 100 pounds capacity at 300 pounds a minute.

John Langer has completed improvements in his elevator at Eldred, Ill. He has installed a "Western" Pitless Sheller and other machinery manufactured by the Union Iron Works of Decatur, Ill.

Arthur Webb has purchased the Rogers Grain Co.'s elevator in Weldon, Ill., for about \$5,000. He will use it principally for storage purposes for a time. He is also arranging to rebuild his other elevator property.

The Croft Grain & Live Stock Co. of Croft, Ill., have let the contract to the Burrell Engineering & Construction Co. for moving elevator eighteen feet, putting in concrete foundation and building new power house and driveway.

Articles of incorporation have been filed by the Farmers' Elevator Co., of Reddick, Ill., to deal in grain and operate an elevator with \$15,000 capital. The incorporators are Melvin H. Cooley, W. H. Dyer and H. H. Whittemore.

C. Schumacher's Sons have placed their order with the Union Iron Works, of Decatur, Ill., for machinery to improve their elevator at Altamont, Ill. A "Western" Pitless Sheller and two "Western" Chain Feeders will be installed.

J. Crawford & Son's Elevator is rapidly nearing completion at Hindsboro, Ill. The elevator is equipped with "Western" machinery, including Pitless Sheller and Gyrating Cleaner furnished by the Union Iron Works, of Decatur, Ill.

The Minonk Farmers' Elevator & Supply Co., of Minonk, Ill., has been incorporated with \$13,000 capital to deal in grain, coal, lumber, farm machinery, implements, etc., by Henry Kalknarf, John Von Nordheim and Michael Barth, Jr.

Elmore & Lemmon, whose main office is at Carrollton, Ill., are erecting an elevator at Roodhouse, Ill., designed and equipped with machinery by the Union Iron Works, of Decatur, Ill. The elevator will have a "Western" Pitless Sheller, rope drives, etc.

The Mt. Carmel Elevator Co. of Mt. Carmel, Ill., has let the contract to the Burrell Engineering & Construction Co., for a 30,000-bushel elevator, for moving the old 20,000-bushel corn crib and for the erection of a warehouse, the work to cost \$20,000.

J. C. Corbett has sold his elevator property, lumber yard and coal business in Chatsworth, Ill., for \$28,000. The elevator and coal bins were purchased by Delaney & Fallon of Chicago. The lumber yard was purchased by the Neola Elevator Co., of Chicago.

J. A. Davis is building a new elevator at Sullivan, Ill. The house will be modern throughout. The machinery equipment includes a "Western" Pitless Sheller, Rolling Screen Cleaner, chain feeders, etc., all furnished by the Union Iron Works, of Decatur, Ill.

The elevator in course of erection at Pisgah, Ill., for Calhoun & Curry, to replace the one recently destroyed by fire, is nearing completion. It will be practically a duplicate of the old elevator, which had been built but one year and designed by the Union Iron Works, of Decatur, Ill. It was equipped with "Western" machinery.

The following have equipped their elevators with "Western" manlifts, manufactured by the Union Iron Works, of Decatur, Ill.: George W. Cole, Bushnell, Ill.; C. H. Nobbe, Litchfield, Ill.; G. W. Niceley, Miami, Okla.; Farmers' Grain Co., Stonington, Ill.; T. W. Graue, Hinsdale, Ill.; Ward & Mowrey, Gardner, Kans.; W. J. Savage & Co., Knoxville, Tenn.; J. Crawford & Sons, Hindsboro, Ill.; J. Spencer, West McHenry, Ill.; M. R. Allsup, Maroa, Ill.; C. Cunningham, Hamlet, Ind.; Elliott James, Maroa, Ill.;

D. L. Brookie, Frankfort, Ind.; L. C. Ewing & Son, Belmore, Ohio; J. A. Beatty, Delta, Iowa.

The elevator in course of erection for R. C. Parks at Kirksville, Ill., to replace the one recently destroyed by fire, is nearing completion. It will be practically a duplicate of the old structure which had been built but two years and which was designed by the Union Iron Works, of Decatur, Ill., and equipped with "Western" machinery.

Secretary S. W. Strong of the Illinois Grain Dealers' Association reports the following recent changes among grain dealers of Illinois: Clements, Curtiss & Co., brokers, Chicago; Crighton & Lasier succeed Crighton & Co., Chicago; Ike Livingston Grain Co., brokers, Bloomington; L. E. Slick & Co., brokers, Bloomington; Frank J. Davis Grain Co., Inc., Tremont; Puterbaugh, Walker & Co., Mackinaw; A. L. Current succeeds J. M. Current & Son, St. Joseph; Wheatley & Linder, Charleston; William Werner & Son succeed William Werner, Beecher; E. Heldt, Sr., & Sons succeed F. C. Cloidt, Beecher; W. H. Current succeeds Current Bros., Indianapolis; A. H. Shelby operates an elevator at Block (Sidney P. O.); H. W. Bailey succeeds Lexington Grain Co., DeWitt; Hitch & Kirk, Bondville; J. Crawford & Sons, Hindsboro.

## MINNESOTA AND WISCONSIN.

A farmers' co-operative elevator will be established at Glencoe, Minn.

About \$2,000 was expended on recent repairs at the Atlas elevator in Canby, Minn.

An elevator will be erected in Madison, Wis., by the Roberts Products Co., of St. Croix.

The elevator of the Hanson & Barzen Milling Co. in Crookston, Minn., is undergoing repairs.

The Farmers' Elevator Co. of Worthington, Minn., has purchased the Maxwell elevator at that place.

A. W. Phelps has disposed of his elevator and business in Springfield, Wis., to the Wilbur Lumber Co.

I. S. Loomer has disposed of his holdings in the elevator at Delavan, Wis., to Cooper, Hughes & Braun.

Farmers in the vicinity of Morton, Minn., are planning to erect an elevator in the near future to cost \$5,000.

The Exchange Elevator at Brownston, Minn., has been raised about eighteen inches and extensive alterations made.

A farmers' elevator company will be organized at Raymond, Minn., and an elevator will be purchased from a line company.

E. E. Maloney has decided to handle farm machinery and implements in connection with his elevator at Luverne, Minn.

The owners of the Mahnomen Roller Mills, Mahnomen, Minn., will erect an elevator in connection with the mills this summer.

Charles Roe, who recently purchased the E. E. Bulen Elevator in Nerstrand, Minn., is making extensive improvements on the structure.

The old Imperial Elevator at Tintah, Minn., has been razed and the material shipped to Montana to be used in the construction of an elevator.

Lyman-Smith & Co., grain dealers of Milwaukee, Wis., suspended operations recently. The concern lost heavily on account of freight congestion.

The new elevator for the New Ulm Roller Mill Co. in New Ulm, Minn., has been about completed and is ready for the installation of machinery.

The old brick office and engine room of the Exchange Grain Co. at Stewart, Minn., are being torn down and will be replaced by a frame structure.

M. B. McLaughlin and M. B. O'Halloran of Austin, Minn., have purchased from B. B. Sheffield of Minneapolis the three elevators at Bixby, Pratt and Medford, Minn.

The Eagle Roller Mills Co., of New Ulm, Minn., is preparing to build ten fireproof grain tanks, each of 50,000 bushels' capacity, in connection with its proposed new cereal mill.

The elevator owned by the W. W. Cargill estate at Alden, Minn., has been closed out and the elevator at Albert Lea, Minn., will soon be purchased by A. C. Sorenson, it is understood.

The G. H. Krumdick Co., of Winona, Minn., has been incorporated with \$25,000 capital to deal in grain, seeds, etc. C. H. Krumdick is president and A. W. Hodges, secretary-treasurer.

The Lakeside Elevator at Eau Claire, Wis., is being remodeled. It will be used by the American Society of Equity and the concern to operate it will be known as the Farmers' Co-Operative Products Co.

The recently organized Farmers' Elevator Co. of Odessa, Minn., will soon advertise for bids for the erection of an elevator of 25,000 bushels capacity with six-horse power engine. Communications will



be received by Frank Oestreich, president, R. F. D. No. 1, Bellingham, Minn.

The annex to the St. Anthony & Dakota Elevator Co.'s Elevator in Beltrami, Minn., has been razed and the lumber will be shipped to Geneseo, Sargent county, N. D., where the concern will erect a new elevator.

Farmers of the American Society of Equity have incorporated the Kaukauna Farmers' Elevator Produce Co. of Kaukauna, Wis., with \$8,000 capital. A site has been selected and construction work will be commenced as soon as possible.

The Tessman-Hintz Co. has been incorporated at Duluth, Minn., to deal in the wholesaling and retailing of grain, hay, flour, feed, field seeds, millstuffs, etc., with \$25,000 capital. The incorporators are Emil A. Tessman, Barney W. Hintz and Albert Nelson.

Grain dealers of Milwaukee, Wis., plan to organize in order to protect their various interests. One grievance is said to be the railroad service of the past six months. Corn is reported to have been especially damaged en route by having become overheated during delays.

#### OHIO, INDIANA AND MICHIGAN.

Crane & Crane have purchased the Ripley Elevator at Dimondale, Mich.

Campbell & Co., of Kendallville, Ind., will erect two grain elevators this summer.

The Haimes Grain Co., of Mariette, Mich., has been incorporated with \$24,000 capital.

Oscar V. Rouse has purchased a site for an elevator in Jeffersonville, Ind., for \$20,000.

Browning & Co., of Alexandria, Ind., are installing a No. 16 "Western" Warehouse Sheller.

Harvey & Hinshaw of Nora, Ind., will install a National 2,500-bushel scale in the near future.

The Duffy & Harrington Grain Elevator at Lafayette, Ind., has been purchased by J. D. McFarren.

The Crabbs, Reynolds, Taylor Co., of South Raub, Ind., recently installed a No. 32 "Western" Gyration Cleaner.

The Cincinnati, Hamilton & Dayton railroad will expend \$100,000 in improving its grain elevators at Toledo, Ohio.

The West Middleton Mill & Elevator Co., of West Middleton, Ind., has purchased a No. 25 "Western" Pitless Sheller.

Joseph W. Witt has sold his two elevators in Lebanon, Ind., to N. W. Mattix & Co., of Frankfort, Ind., for \$22,000.

The Frank Kelly Grain Co. of Frankfort, Ind., has filed notice of increase of capital stock from \$15,000 to \$25,000.

The two-story grain elevator that has been in course of erection for Brooks & Brown at Vincennes, Ind., has been completed.

Walter A. Fourman of Goes, Ohio, recently purchased a No. 24 "Western" Pitless Sheller from Rhinehart Smith of Sidney, Ohio.

Work has commenced on the new Gordon Elevator at Summitville, Ind., which replaces the structure destroyed by fire several months ago.

Demoss Barr of Edwardsport, Ind., has purchased a No. 13 "Western" Warehouse Sheller through the Reliance Construction Co.

Christian Breisch & Co., of Lansing, Mich., plan to erect a steel tubular grain elevator in connection with their new mills at that place.

The newly incorporated Buckeye Grain & Milling Co., with \$40,000 capital, has acquired the business of Newton Bros. & Co., in Columbus, Ohio.

The Farmers' Elevator & Coal Co., of Constantine, Mich., has been organized with George Putnam, president, and John W. Gentzler, secretary.

The Sunflour Milling Co., of Milan, Ind., has purchased a "Western" Mill Sheller through the Montpelier Cup & Metal Works of Montpelier, Ind.

Work on the frame portion of the new elevator for James Studebaker at Roseburg, Grant county, Ind., is under way. The structure will be completed in July.

Lewis Brooks and J. M. Brown of Vincennes, Ind., have placed their order for a No. 23 "Western" pitless sheller with Nurdyke & Marmon Co., of Indianapolis, Ind.

Campbell & Co., of Kendallville, Ind., are building a 20,000-bushel elevator. The work is progressing under Burrell Engineering & Construction Co., of Chicago.

The W. D. Allen Manufacturing Co. recently purchased a No. 6 Pitless Sheller and No. 2 Gyration Cleaner from the Union Iron Works, of Decatur, Ill., to be installed in an elevator that is being erected in Belmore, Ohio.

The new elevator for Morrison & Finch at Stockwell, Ind., is nearing completion. The Reliance Construction Co., of Indianapolis, has the contract. The entire machinery equipment, including a No.

12 "Western" Warehouse Sheller and a No. 33 "Western" Gyration Cleaner, was furnished by the Union Iron Works, of Decatur, Ill.

The grain firm of Mote, Hawkins & Wenrick, whose elevator in Greenville, Ohio, was damaged by fire recently, is arranging to build a large elevator in that city.

A No. 33 "Western" Gyration Cleaner will be installed in the new elevator being built by the Reliance Construction Co., for the Jay Grain Co., at Elwood, Ind.

The Sneath-Cunningham Co., of Tiffin, Ohio, have awarded the contract to the Burrell Engineering & Construction Co. for a 10,000-bushel elevator at New Riegel, Ohio.

Goodrich Bros. of Winchester, Ind., are building a 25,000-bushel annex for their elevator at Gadsden, Ind. The Burrell Engineering & Construction Co. has the contract.

It is understood that plans are being considered for enlarging the B. & O. Grain Elevator at Sandusky, Ohio, leased and operated by Rosenbaum Bros., of Chicago.

The Hauptstadt Milling Co. is erecting an elevator of 50,000 bushels' capacity and of cement construction at Mounts Station, south of Owensville, Ind. It will cost \$10,000.

J. J. Neill has sold his grain and agricultural business in East Rochester, Ohio, to H. K. Wickersham, of East Liverpool, Ohio. The latter's son, William, will conduct the business.

The Crabbs, Reynolds, Taylor Co. has improved its facilities at Riverside, Ind., by the installation of a No. 23 "Western" Pitless Sheller and No. 33 "Western" Gyration Cleaner.

E. F. Sherman of Allegan, Mich., has let the contract to the Burrell Engineering & Construction Co. for the erection of a 15,000-bushel grain and bean elevator of electric power.

The Lyons Grain & Coal Co., of Lyons, Fulton county, Ohio, has been incorporated with \$15,000 capital by Davis Brown, R. O. Smith, S. L. Rine, Samuel Kahle and G. D. Johnson.

Payne & Eichenberry, of Camden, Ohio, are building a 20,000-bushel elevator and feed mill at Collinsville, Ohio. The Burrell Engineering & Construction Co., of Chicago has the contract.

Ira M. Phillips and G. W. Bishop have sold their elevator at Walton, Ind., to L. McFadden of Arcola, Ind., for \$10,000. Mr. Phillips has also sold his elevator at New Waverly, Ind., to A. Haun.

The Colfax Grain Co., of Colfax, Ind., has been incorporated with \$20,000 capital by W. R. Marks, J. P. Holloway, Frank Harshman, Noah J. Bailey, John Coyner, O. F. Levelen and William H. Boyd.

Rosenbaum Bros. of Chicago, who have leased the C. H. & D. Elevator on the river front in Toledo, Ohio, will install a corn drier and marine leg. The C. H. & D. Elevator has a capacity of 500,000 bushels.

McCoy, Morrison & Co. are rebuilding their old elevator at Rutland, Ind., putting in a new corncrib department, Marseilles Sheller, Invincible Cleaners, new elevator legs, and cupola. Fred Friedline & Co. are doing the work.

Sandlin & Gano, of Max, Boone county, Ind., have placed their order through Nurdyke & Marmon Co., for a "Western" Pitless Sheller and a Gyration Cleaner, to be installed in their new elevator at that place.

Edward Stritmatter has withdrawn from the grain shipping firm of James P. McAlister & Co. in Columbus, Ohio, and Mr. McAlister's sons, R. F. and J. D., have been admitted to membership. The business will be continued under the old firm name.

D. L. Brookie, of Frankfort, Ind., has placed his order with the Union Iron Works for machinery with which to make some extensive improvements in his elevator, which will include a "Western" Pitless Sheller, two stands of elevators and a "Western" Manlift.

The Sweeters Grain Co., of Sweeters, Ind., has been incorporated with \$30,000 capital by G. C. Baum, Alfred and O. M. Thomas. The concern is a reorganization of the elevator company whose plant was destroyed by fire some months ago. Modern buildings will be erected.

#### IOWA.

A grain elevator will be erected in the near future in Ewart, Poweshiek county, Iowa

The foundation for the Farmers' Exchange Elevator in Rudd, Iowa, has been started.

The Farmers' Elevator Co. at Gilbert, Scott county, Iowa, recently installed a new scale.

It is understood that the DeWolf-Wells Co., of Spencer, Iowa, will retire from the grain business.

The Farmers' Elevator Co. is razing its old structure at Winfield, Iowa, preparatory to erecting a new elevator.

C. C. Crawford has closed a deal for the purchase of the Sioux Grain Co.'s Elevator at Ida Grove, Iowa, and will operate it in connection with the elevator

he is at present conducting at that place. He will install new machinery.

The Farmers' Elevator Co., of Buckeye, Iowa, has purchased the Diamond Co.'s building at that place.

Rapid progress is being made in the erection of the elevator for Joseph Schonborn in Centerdale, Iowa.

The Farmers' Elevator Co. of Coon Rapids, Iowa, has purchased the Pollock & Co. elevator at Carroll, Iowa.

The Farmers' Elevator Co., of Coon Rapids, Iowa, has purchased the elevator owned by the Doud Milling Co., for \$6,000.

The Schaller Produce Co., of Schaller, Iowa, now owns and is operating the Trans-Mississippi Elevator at that place.

The Farmers' Elevator Co. of Goldfield, Iowa, will move the elevator at Thrall, Wright county, Iowa, to Goldfield.

The E. A. Brown Co. has sold its large grain elevator in Manson, Iowa, to A. Hakes, who has been the manager for more than a year.

The Durant Co-Operative Grain & Mercantile Co., of Durant, Iowa, has been organized by O. F. Bast and Charles E. Glass of LeSueur, Minn.

The Davenport Grain Drying Co., of Davenport, Iowa, has been incorporated with \$25,000 capital by John P. Grube, James F. Quinn and R. Bogens.

George Rewerts and R. A. Hulsebus have purchased the property of the Neola Elevator Co. at Defiance, Iowa, and hereafter the name will be Defiance Grain Co.

D. F. McFarland has exchanged Colorado land for the elevator of J. E. Knudson & Son in Spirit Lake, Iowa. Mr. McFarland will operate the elevator in connection with his mill.

Turner Bros., Grain & Coal dealers, have acquired the grain and coal business of G. A. Stebbins in Red Oak, Iowa, and hereafter will have their headquarters in the latter town instead of Cumberland, Iowa.

#### THE DAKOTAS.

The new elevator for C. W. Derr in Turton, S. D., is nearing completion.

Fritz Dunker will erect an elevator on his farm west of Stratford, S. D.

Construction work has been started on the new elevator at Manitou, N. D.

The new elevator of George P. Sexauer at Miller, S. D., has commenced operations.

A large elevator will be erected at Moffit, Burleigh county, N. D., in the near future.

It is understood that four elevators will be erected in Beach, N. D., during the summer.

The Silvius elevator in Buffalo Springs, Bowman county, N. D., is nearing completion.

John Jones is building a large elevator on his farm at Degroat, Ramsey county, N. D.

The Farmers' Elevator Co. has let the contract for an addition to its house at Clark, S. D.

The Lippman Elevator at Granville, N. D., has been remodeled and a feed mill installed.

The Farmers' Elevator & Mercantile Co., of Bradley, S. D., will erect a 20,000-bushel elevator.

Construction work has commenced on the Atlas Elevator Co.'s new elevator in Columbia, S. D.

Construction work is under way on the new 20,000-bushel elevator for P. J. Wagner at Roscoe, S. D.

The Imperial Elevator in Glenburn, N. D., has been purchased by A. C. Dayton and John Carroll.

The Royal Elevator at Baden, Ward County, N. D., has been reopened with M. D. Phelps in charge.

Fred Magnus and Will Noyes have purchased the Minneapolis & Northern Elevator at Starkweather, N. D.

The Farmers' Grain Co., of Dickinson, N. D., has purchased the D. L. Lytle Elevator at that place for \$7,000.

Farmers in the vicinity of Munich, N. D., held a meeting recently to discuss the question of erecting an elevator.

O. A. Olson of Prairie, Stutsman county, N. D., plans to purchase an elevator along the Northern Pacific railway.

The Farmers' Elevator Co., of Hampden, N. D., has decided to purchase the McCabe Elevator at that place, for \$4,500.

Farmers in the vicinity of Kermit, N. D., whose elevator was destroyed by fire some time ago, have decided to rebuild.

The Rippe Grain & Milling Co., of Fairmont, Minn., will erect a grain elevator in connection with a flour mill at Bowman, N. D.

The directors of the Farmers' Elevator Co. have decided to erect a 26,000-bushel elevator at Gascoyne, N. D. It will cost \$5,500.

On July 1 the recently organized Farmers' Equity Trading Co., of Pingree, Stutsman county, N. D., will take over and operate the elevator formerly



operated by the Occident Elevator Co., of Pingree. The purchase price was about \$10,000.

The foundation for the new Amenia Elevator in Langdon, N. D., is ready and work on the superstructure will be commenced at once.

Bids were recently received for the erection of the new 50,000-bushel elevator for the Medberry Farmers' Elevator Co. at Medberry, N. D.

Workmen have been engaged in tearing down the Atlas Elevator at Ree Heights, Hand county, S. D., preparatory to the erection of a large elevator.

The Farmers' Elevator Co. of Naples, Clark county, S. D., plans to increase its capital stock to \$10,000 and build an elevator adjoining the present structure.

The Eagle Roller Mills are removing their elevator at Kampeska, Codington county, S. D., and will use the material for a new elevator at Frankfort, S. D.

Joseph Marso and N. Christianson (under the firm name of Marso & Christianson) have taken charge of the West elevator in Harrold, Hughes county, S. D.

The Farmers' Elevator Co., of Flasher, Morton county, N. D., has decided to incorporate and erect an elevator at that place at once. H. C. Jackson is secretary of the concern.

Work on a large elevator for the Van Dusen Elevator Co. in Redfield, S. D., will be started at once. The new elevator will be erected on the site of the old one and will cost \$6,000.

The directors of the Plana Farmers' Elevator Co., Plana, Brown county, S. D., have decided not to build an annex to the elevator they purchased from the Northwestern Elevator Co., recently.

H. H. Walland has purchased the St. Anthony & Dakota Elevator in McCanna, Grand Forks county, N. D., of which he was in charge for twelve years. He has organized the Walland Elevator Co.

At the recent annual meeting of the McHenry County Union of the American Society of Equity in Towner, N. D., plans were discussed for the establishment of farmers' elevators in every town in McHenry county.

The Billings County Mercantile Co. will erect a 50,000-bushel elevator in Sentinel Butte, Billings county, N. D., in the near future. It is also understood that a line company will soon erect an elevator at that place.

The grain elevator of Martin Wilk, which has been in course of erection near Georgetown, Clay county, Minn., has been completed. The elevator has a capacity of 25,000 bushels and is operated by a Fairbanks gasoline engine.

#### MISSOURI, KANSAS AND NEBRASKA.

J. J. Jackson has purchased the co-operative elevator at Norcat, Kan.

Work will soon be commenced on the new Farmers' Elevator at Fairfield, Neb.

W. N. Clark of Stamford, Neb., has purchased the Cornell Elevator in Republican City, Neb.

R. L. McMillin has dismantled his old elevator at Doniphan, Neb., and will build a new one.

The Rosenblatt Coal Co. will erect an elevator in Omaha, Neb., with capacity of 50,000 bushels.

T. G. Dinsdale will equip his elevator at Palmer, Neb., with a Hall Signaling Grain Distributor.

Farmers in the vicinity of Grant, Neb., are arranging to establish a grain elevator at that place.

Construction work has been started on the Farmers' Elevator at Cotesfield, Howard county, Neb.

Construction work has been started on the new elevator for Hanson & Barzen in Glasgow, Mont.

More than \$5,000 has been subscribed for the farmers' elevator to be erected at Wynot, Neb.

Construction work is under way on the Farmers' Elevator building at Murphy, Hamilton county, Neb.

Rust & Call are preparing to install a mill in connection with their elevator at Mound Valley, Kans.

The Wheatland Elevator Co. has purchased a Hall non-chokable boot for its elevator in Walker, Ellis county, Kan.

The P. H. Pelkey Construction Co. has ordered a complete "Hall Special" elevator leg for an elevator at Otis, Kan.

W. W. Cameron has sold his elevator in Chester, Neb., to the recently organized Farmers' Elevator Co., of that place.

The Baker-Crowell Elevator Co. sold their plant in Stockton, Kan., recently to the Morrison Grain Co., of Kansas City.

The Ochs Grain Co. will install Omaha buckets and a Hall Signaling Distributor in its elevator at Boyd, Barton county, Kan.

The Farmers' Grain Co. of Bellwood, Neb., has purchased the elevator and coal sheds of W. J. Holland at that place for \$6,500.

The Preston Grain Co., of Preston, Kans., has ordered a 1,000-bushel National Automatic Scale with mechanical center attachment to first floor, manu-

factured by the National Automatic Scale Co., of Bloomington, Ill.

Work has been commenced on the 25,000-bushel elevator for Mr. Shriver in Coats, Kan. This will make three elevators for Coats.

The P. H. Pelkey Construction Co. has purchased a complete "Hall Special" elevator leg for an elevator at Albert, Barton county, Kan.

The Sargent Grain & Live Stock Co. has been organized at Sargent, Neb., with \$10,000 capital by J. D. Taylor, C. W. Parks and J. E. Werber.

The Cochran Grain & Elevator Co., of St. Louis, Mo., has been incorporated with \$25,000 capital by M. W. Cochran, J. W. Shaw and Wilbur H. White.

W. H. Roberts of Savonburg, Kan., has ordered a No. 14 "Western" warehouse Sheller through the Great Western Manufacturing Co., of Leavenworth, Kans.

The Forbes Bros. Milling Co. is planning to erect an elevator of concrete or steel to replace the structure destroyed by fire in Topeka, Kan., recently.

The Wheatland Elevator Co. will equip its elevator at Toulon, Ellis county, Kan., with a Hall Non-Chokable Boot and Hall Signaling Grain Distributor.

Construction work will soon be commenced on the \$6,000 elevator to be erected by the recently organized Farmers' Elevator Co. at Norway, Republic county, Kan.

The Herbert E. Gooch Co. of Lincoln, Neb., has purchased an elevator at Farwell, Neb., from the W. T. Barstow Grain Co., and also one at Blakeman, Rawlins county, Kan.

It is probable that the Shellabarger Mill & Elevator Co. will erect a concrete wheat elevator with capacity of from 200,000 to 250,000 bushels in Salina, Kans., within the next eighteen months.

The Landis Elevator Co. of Wichita, Kan., will place on the market \$10,000 worth of 7 per cent preferred stock, with option of liquidating it at the end of two years, in order to increase the capital stock.

The Farmers' Elevator Co. has completed its organization at Pierce, Neb., by electing Joseph Wolf, president, and Michael Wilhelm, secretary. The new concern is capitalized at \$50,000. It is probable that one of the local elevators will be purchased.

Work on the proposed elevator at Stubbs Station, four miles west of Kiowa, Kan., will commence at once. The elevator will be operated as a feeder for the big elevator to be built by the Southwestern Elevator & Mercantile Co. at Hardtner, Barber county, Kan.

The Great Western Manufacturing Co., of Leavenworth, Kan., recently placed an order with the Union Iron Works of Decatur, Ill., for a No. 5 "Western" Warehouse Combined Sheller to be shipped to Cia Importadoro de Maguinaria, S. A., Jalisco, Chiapas, Mexico.

Contracts have been let for the rebuilding of the elevator at Redwing, Barton county, Kans., which is owned by the Clafin Mill & Elevator Co., of Clafin, Kans., and also for the rebuilding of the elevator at Clafin, which is owned by the Lindsborg Mill & Elevator Co., of Lindsborg, Kans.

It is likely that the Central Granaries Co., of Lincoln, Neb., whose elevator at Holdrege, Neb., was destroyed by fire two months ago, will not rebuild until fall. The condition and size of this season's crops will be made the basis for determining the storage capacity of the new structure.

The Farmers' Grain Co. of Omaha, Neb., has added another station to its line. Farmers of Elyria, Valley county, Neb., met June 4 and voted to organize as a branch of the Farmers' Grain Co., with headquarters at Omaha. Fifty-eight hundred dollars were subscribed and \$2,200 was produced at the meeting.

The Santa Fe Elevator, one of the largest of the old style crib work structures in the Kansas City, Mo., yards, is to be moved northwest 300 yards from the site it has occupied in order to make room for switch tracks. The elevator, which has a capacity of 400,000 bushels and is 120 feet high, is to be rolled along a special track laid for its passage. Two hundred steel rollers will be used in moving the elevator.

#### WESTERN.

C. A. Mairs will establish an elevator and bank in Peetz, Logan County, Colo.

Two elevators will be erected in the new town of Moccasin, near Moore, Mont., before fall.

The Mansfield Elevator & Warehouse Co. of Mansfield, Wash., will install two complete "Hall Special" elevator legs in their elevator.

The warehouse of the Seattle Grain Co. at Edwall, Wash., which recently collapsed, is being removed and a new house will be erected.

The Globe Milling & Grain Co., of Los Angeles, Cal., will remodel and enlarge their mill. The contract for the machinery equipment has been awarded the Great Western Manufacturing Co. of Leaven-

worth, Kans. Five large Automatic Balancing Controllable Sifters will be installed.

Construction work on the elevator for William O'Laughlin at Fallon, Custer county, Mont., has been commenced.

Farmers in the vicinity of Moore, Mont., recently held a meeting and decided to purchase the Lytle Elevator at that place.

George H. Robinson has purchased the plant of the Lehi Roller Mill & Elevator Co., between Lehi and American Fork, Utah, for \$10,000.

The Boise Milling & Elevator Co., has been incorporated at Denver, Colo., with \$50,000 capital by J. K. Mullen, H. E. Johnson and E. M. Ryan.

The Dillon Grain Co., a wholesale branch of the Rigby Milling Co., of Rigby, Idaho, and the Riverside Milling Co., of Reno, Nev., has opened a wholesale grain store in Dillon, Mont.

John F. Asbury, Wesley P. Franklin and Hubert O. Kellogg, all of Big Timber, Sweet Grass county, Mont., have filed notice of incorporation of the A. F. & K. Elevator Co., to do business in Big Timber.

The Montana Eastern Farmers' Elevator Co., has let the contract for its 600,000-bushel elevator in Glendive, Mont. The elevator will be erected on the Northern Pacific right-of-way and will cost \$9,500.

Ady & Crowe are erecting a warehouse and elevator in Denver, Colo., to cost \$25,000. The building will be of concrete, reinforced with steel, and will have a capacity of 100,000 bushels of grain.

The Everett Grain and Milling Co., which recently purchased the property of the Hammond Milling Co., at Douglas, Wash., is preparing to erect large grain warehouses at several points in Washington.

The C. M. & St. P. railroad has granted locations for elevators along the line of the extension at Mildred, Ismay, Westmore, Plevna and three at Baker, all in Custer county, Mont. The capacity of each will be 25,000 bushels.

The Palouse and Campbell's Bridge warehouses on the Washington, Idaho and Montana road have been leased by the North Idaho Grain Co. and will be part of a line of warehouses extending from Palouse, Wash., to Deary, Idaho.

L. M. Robinson of Pullman, Wash., has purchased the interest of William Leasure in the Palmerton-Leasure Grain Co. at Seattle, Wash. Mr. Robinson has extensive warehouse and milling interests in the Camas prairie country and owns the Pullman Flouring Mills.

The District Court at Ogden, Utah, has issued an order dissolving the corporation known as the Portage Elevator Co., the Downey Elevator Co., and the Cache Junction Elevator Co. The three concerns are now included in the W. O. Kay Investment Co., which was recently incorporated.

The Ferdinand Farmers' Union Warehouse & Trading Co., with \$10,000 capital, has been organized by farmers in the vicinity of Ferdinand, Idaho. They have purchased the Kerr-Gifford warehouse at that point and leased the Balfour-Guthrie warehouse. Nick Kinzer is president and Edgar C. Fry secretary-treasurer.

#### SOUTHERN AND SOUTHWESTERN.

Clay Bros. have commenced the erection of a grain warehouse, 32x125 feet, in Tyler, Texas.

Charles and M. Ellis of Montgomery, Ala., will engage in the grain business at Little Rock, Ark.

The Citizens' Mill & Elevator Co., at Justin, Texas, has been purchased by Smith Bros. & Buley.

Taylor & McKamey have commenced the erection of a large corn and feed elevator in Imboden, Ark.

The foundation work on the building for the Denison Grain & Elevator Co., at Denison, Texas, has been completed.

J. S. Jordan of Round, S. C., will erect a store-room for grain and provisions, install mill, etc., at Walterboro, S. C.

The R. B. Young Co., of Savannah, Ga., has been incorporated to deal in grain, by R. B. Young, W. W. Wilder and R. L. Denmark.

A site has been purchased in Higgins, Texas, for the erection of a large elevator. The venture is backed by the Farmers' Union.

George Cogar of Danville, Ky., has sold his grain and hemp elevators to John Davis of Danville and Banks Hudson of Lancaster, Ky.

It is understood that the Midland Mill & Elevator Co. plans to rebuild its elevator destroyed by fire in Muskogee, Okla., some time ago.

The Neville Grain Co., of Davidson county, Tenn., has been incorporated with \$5,000 capital by R. J. Neville, S. S. Kerr and J. A. Williams.

The Cumberland Elevator Co., of Nashville, Tenn., has been incorporated with \$5,000 capital by R. W. Hall, C. D. Jones, Ward Smith and others.

The Sims-McKenzie Grain Co., of Atlanta, Ga., has been incorporated with \$25,000 capital by Emory S. Sims, Claude E. Sims and Ralph McKenzie.

The Harman & Hulsey Co. has been incorporated at Jacksonville, Fla., with \$25,000 capital to do a



wholesale hay, grain and provision business. The incorporators are M. J. Hulsey, G. C. Harman, A. W. Harman and T. S. Southgate.

The Texas-Oklahoma Grain Co., of Davidson, Okla., has been incorporated with \$50,000 capital by H. K. Greever, M. L. Greever and C. B. Greever.

About two hundred members attended the two days' session of the Oklahoma Millers & Grain Dealers' Association in Oklahoma City, Okla., recently.

J. D. Wrather has sold his interest in the Union City Grain & Feed Co., Union City, Tenn., and may establish an independent branch of that industry in Union City.

Smith Bros. & Co., of Birmingham, Ala., have become connected with the Evans-Kerr Milling Co. of Lynnville, Tenn. The style hereafter will be Lynnville Mill & Elevator Co.

The firm of A. W. Hounshell & Sons, of Altus, Okla. (wholesale grain and feed) has been incorporated with \$20,000 capital by A. W. Hounshell, W. C. Hounshell and M. H. Hounshell.

The Oswego Grain & Seed Co. is installing a No. 2½A "Western" Warehouse Combined Sheller, recently purchased through the Great Western Mfg. Co. of Leavenworth, Kans., at Vinita, Okla.

The Lindsay Grain Co., of Denison, Texas, has been purchased by the Knaur Grain Co. For the present the business will be confined to feed and grain, but later on a milling plant will be installed.

Banks Hudson, of Lancaster, Ky., is building an elevator, which is to be equipped with modern machinery, including a "Western" Gyration Cleaner, all furnished by the Union Iron Works, of Decatur, Ill.

The Oklahoma Grain & Elevator Co., of Oklahoma City, Okla., has been incorporated with \$150,000 capital and will erect a terminal elevator with 350,000 bushels capacity. J. F. Hutchins of Ponca City, is president.

The bin and elevator in course of construction for the Knoxville City Mills, Knoxville, Tenn., are nearing completion. The elevator's capacity will be 42,000 bushels and the elevator "boot" will carry 2,000 bushels of grain an hour.

A project is being promoted by E. E. Israel, of Baton Rouge, La., for the erection of a grain elevator in South Baton Rouge to handle Louisiana corn and grains from the Northwest into ocean-going steamers. A site has been purchased.

Rice growers in the vicinity of Almyra, Ark., headed by G. W. Ross, secretary and manager of the Fairfield Rice Farms Co., will erect an elevator in Almyra with capacity of about 100,000 bushels and to cost about \$30,000. To date about \$20,000 of the stock has been subscribed.

#### EASTERN.

Albert E. Choate is building the foundation for his grain store in Henniken, N. H.

J. W. Chamberlain is having the foundation laid for an elevator at Mountainview, N. H.

Scott McDowell has started work on the foundation for his grain store in Lyndonville, Vt.

The iron work has been started for the new elevator to be erected by the Lehigh Valley railroad in Allentown, Pa.

The Farmers' Elevator Co. of Taunton, Mass., is soliciting for \$10,000 worth of additional stock to erect an elevator.

The Wilkinson & Gaddis Co. will erect a \$39,000 mill and elevator in Newark, N. J. The building will be five stories high.

The Hartz Machinery Co., of Philadelphia, Pa., recently ordered a No. 16 "Western" Warehouse Sheller to be shipped to Asia Minor.

The Grosvenordale Grain Co., of Thompson, Conn., has been incorporated with \$2,000 capital by William B. Chandler and M. A. Elliott.

The Hoge & McDowell Co., of Washington, D. C., recently installed a "Western" Warehouse Sheller, manufactured by the Union Iron Works, of Decatur, Ill.

The Katonah Lumber, Coal, Feed & Grain Co., of Katonah, N. Y., has been incorporated with \$100,000 capital by L. W. Elliot, H. Z. Mayne and C. P. L. Young.

The 1,000,000-bushel elevator in course of erection in New York City for Spencer Kellogg will be completed in June. The structure is to handle imported flaxseed.

The Jewett City Grain Co., of Griswold, New London county, Conn., has filed certificate of organization. H. W. Cutler is president, and G. R. Havens, secretary-treasurer.

Two of the largest rubber conveyor belts ever seen in Boston have been received by the Boston & Maine railroad to be installed in its Mystic Wharf grain elevator. One belt is 1,777 feet long and

weighs 9,368 pounds, while the other is 1,435 feet long and weighs 7,560 pounds.

The George R. Miller Co., of Rochester, N. Y., has been incorporated with \$5,000 capital to deal in hay, grain, feed and produce by L. V. Slaughter, William F. Kleindaus and George R. Miller.

Work has commenced on the concrete basement of an addition on the northerly side of C. P. Washburn's Grain Elevator in Middleboro, Mass. The addition will be two stories in height.

The Baltimore Grain Clearing House Co. has had plans prepared for the erection of a two-story warehouse in Baltimore, Md., to cost \$10,000. It will be 68x70 feet and of mill construction.

#### CANADIAN.

J. J. Larmer and C. M. Larmer, under the style of Larmer Bros., have opened a grain and feed store in Saskatoon, Sask.

The Western Canada Flour Mills Co., Ltd., has taken out a permit for a \$150,000 addition to its plant in St. Boniface, Man., to serve for grain storage. It will be eight stories high, with twenty-seven bins built on the tubular storage system and with capacity of 470,000 bushels.

The construction of large grain elevators at Vancouver, New Westminster and Prince Rupert, B. C., and a large cold storage plant and wharves in Vancouver or New Westminster are included in the plans of the Alberta-British Columbia Elevator & Wharf Co., which has just acquired the Canadian-Mexican steamship line. Five years is the time limit set for the completion of elevators and wharves.

Warehouse Commissioner Casle gives the following figures on receipts and shipments of grain at Fort William and Port Arthur, Ont.: Wheat, 66,111,114 bushels; oats, 20,120,490; barley, 3,075,271 and flax, 3,408,151. The figures for the same period last year were: Wheat, 55,867,573 bushels; oats, 13,601,437; barley, 2,395,011; flax, 2,022,634. Total now in store: Wheat, 4,532,604; oats, 2,563,925; barley, 554,990; flax, 229,290. This shows an increase in wheat storage of over 1,000,000 bushels over the same period last year.

[For the "American Elevator and Grain Trade."]

#### GRAIN TRADE NEWS OF TOLEDO AND OHIO.

BY E. F. BAKER.

There is the usual scattered talk of damaged wheat fields, Hessian fly ravages, and other disasters which go to reduce the general wheat yield, but when the whole situation is simmered down, the present indications point to a fair average yield unless something which has not yet developed should work destruction later. It is true that there are bad spots in Ohio wheat fields, resulting from various causes, and it is also true that growing wheat has been somewhat retarded, as have all crops, by unfavorable weather conditions; but there is nothing discouraging in the situation, at least up to this time. The acreage is considerably larger than last year, and considering all the conditions, wheat has made fair progress.

There is still some old wheat in the hands of farmers and small elevators, but the movement has been very light here recently, the receipts for the week of June 4 aggregating but 18,000 bushels, with shipments amounting to 14,300 bushels. Toledo stocks are low and constantly decreasing. They are estimated at 230,123 bushels. Light operations of the mills and the generally slow demand for flour has brought about a lethargic condition, which with the impossible export situation has taken much of the life out of the local market.

Corn is still moving actively and the quality has materially improved, but it is still an uncertain proposition. Farmers are selling liberally, more than 85,000 bushels coming into the Toledo market within the week. On the other hand, there has been a splendid Eastern demand for Ohio corn, which has held the local accumulation down to the minimum. There is on hand here now considerably less than 100,000 bushels, and while stocks showed a fair increase last week, there is little probability that there will be any large surplus here for some time. The new crop does not look real promising at the present time, plants being small and not of the best color, although a fair stand has at last been secured. Bad weather, poor seed, web worms, and other causes have been responsible for considerable replanting, and the crop is delayed. Good weather and favorable conditions may bring it out all right in the end, especially should frost hold off beyond the usual time.

Oats present an almost perfect condition, plants being entirely healthy, of good color and stand splendid. The acreage is also up to normal, and indications point to an unusually heavy harvest, although of course there is danger of rank growth, and other conditions which may destroy much of the crop value between this and harvest. There is not a large percentage of the old crop left and re-

ceipts have dropped off somewhat recently, incoming shipments last week amounting to 27,000 bushels. Local stocks are dwindling, the accumulation being cut down last week about 46,000 to a total of 70,461 bushels.

Mr. and Mrs. Frank I. King left on June 7 for a ten days' stay at Atlantic City.

Mr. and Mrs. Fred Jaeger will leave this week for an automobile tour in the East. They will be gone several weeks.

A large delegation of Toledo grain men will attend the Ohio Grain Dealers' convention at Cedar Point on June 15 and 16.

F. W. Rundell, of W. A. Rundell & Co., has returned from a three weeks' trip in the East. He visited at New York and Atlantic City and other Eastern cities.

W. H. Haskell, E. H. Culver and H. L. Goemann, connected with Toledo grain interests, attended the recent Decatur convention of Illinois grain dealers. They report a splendid meeting and an enjoyable time.

The J. J. Coon Grain Co. has discontinued the grain business, after a career extending over the past thirty years. The firm is well known throughout the Middle West, especially in the soft winter wheat district.

W. E. Cratz has returned to Toledo from an extended business trip through the East. He says Eastern millers are inclined to prosecute buyers for cancelling orders and are being generally sustained by the courts in their position.

Jacob Keller, aged 66, was stricken suddenly ill, while attending to his duties as engineer at the East Side Iron Elevator, recently, and died within a few minutes. Heart disease was assigned as the immediate cause of death. He had been with the concern for about thirteen years. He leaves five children.

An old-time grain merchant passed away recently when John N. Westcott died at his Toledo home on Seventeenth Street, after a long illness from Bright's disease. He was formerly engaged in the grain trade at Van Lue, Ohio, but for several years has resided in Toledo. He is survived by a wife, two sons and one daughter.

The decision to estimate the Ohio wheat crop on a basis of 100 per cent for 15 bushels does not meet with universal approval. One of the dissenters is Frank H. Tanner of the Hicks-Brown Milling Co. of Mansfield. He thinks the figure should be raised to at least 18 bushels per acre, as Ohio wheat frequently averages as high as 21 bushels per acre.

The following were recent visitors on the floor of the Toledo Produce Exchange: John A. Fox, Washington, D. C.; Thomas P. Riddle, Ft. Wayne, Ind.; S. P. Fenton, Leadville, Colo.; Fred A. Paddleford, Chicago; C. P. Blackburn, Baltimore; C. G. Mannen, Elkhart, Ind.; W. Ellis, Chicago; F. A. Wegner, Milwaukee, and S. L. Goodwin, Waterloo, Ind.

Grain shippers of Northwestern Ohio met at the Toledo Produce Exchange this week for the purpose of patching up differences which have been causing annoyance for some time. Country shippers claim to have been losing money under existing conditions. While not officially organized, the shippers attending the meeting are known as the Northwestern Ohio Grain Dealers' Association. Considerable was accomplished in clarifying the situation.

Thomas L. Keck, Toledo representative of Jaxon Brothers of Chicago, recently died at his home as a result of heart trouble. He was one of the oldest grain men in Toledo and thirty years ago was at the head of the firm of Keck, McMillan & Co. During later years he was identified with W. A. Rundell & Co. and the J. J. Coon Grain Co. He is survived by a widow, and a brother, John C. Keck, of Chicago. R. J. Wendt, assistant secretary of the Produce Exchange, has succeeded him as Toledo representative of the Chicago house.

Joseph M. Spencer, trustee, has brought suit in the Toledo Common Pleas Court against the Toledo Salvage Co., asking for the appointment of a receiver for the concern. He claims that an issue of \$100,000 bonds was made in 1892, of which \$96,000 is due and that the property is probably insufficient to satisfy the mortgage bonds. The First National Bank of Toledo has also brought an action asking for a judgment on a \$40,000 note given January 9, 1910. Both Herman and Arthur Klausner are made defendants. Spencer asks that the receiver be empowered to rent the property, collect the rent, make repairs, and apply the proceeds on indebtedness.

Eben W. Newton and Frederick B. Willard have been appointed receivers for the Travis-Emmich Co., engaged in the business of buying grain and dealing in grain elevators. Bond was fixed in the sum of \$10,000. The debts are said to be in the neighborhood of \$40,000 and the receivers estimate that about \$20,000 will be realized out of the assets above the indebtedness. The application was made in the Toledo Common Pleas Court by Zebulin H. Travis. Irene Travis and others, and was granted by Judge Brough of that court. Mr. Travis has been in ill health and the action was made to safeguard the rights of all creditors and preserve the assets of the company. At the same time a receiver was appointed for the Travis-Baden Lumber



Co., a \$75,000 corporation. The debts of this concern are estimated at \$54,000 with assets said to exceed \$100,000.

[For the "American Elevator and Grain Trade."]

## ST. LOUIS GRAIN AND FLOUR NOTES.

BY L. C. BREED.

C. L. Wright, who for the past nine years has been connected with the J. L. Wright Grain Company, has severed his connection with it and become associated with the John Wahl Commission Company, as manager of the grain department.

J. C. Lincoln, traffic commissioner of the Merchants' Exchange, is seeking to have Congress take action looking to the passage this session of the Stevens bill relating to bills of lading—the order bill and the straight bill—which has been favorably reported to the House by the Committee on Interstate and Foreign Commerce.

The board of directors of the Merchants' Exchange have adopted resolutions endorsing the claims of New Orleans as the place for the Panama Canal Exposition.

St. Louis grain men look upon the further indictments of alleged bucket-shop concerns in Washington, D. C., with satisfaction. Every effort is being made by the Merchants' Exchange to aid in the prosecution of local bucket-shops. The indictment of Sam'l W. Adler and C. A. Tilles, who have been actively engaged in the commission business here, is also welcome.

A resolution favoring the same grain rates to St. Louis as are in effect to Memphis, Tenn., was presented to the Oklahoma Grain Dealers' Association at their recent meeting by the delegation from the Merchants' Exchange.

J. C. Lincoln, Percy Werner, Bert Ball, H. W. Daub, E. M. Fiesh and E. L. Waggoner spoke on subjects of interest to the grain trade at a recent meeting of the St. Louis Grain Club. Special features were provided for the enlightenment of the meeting. J. L. Messmore presided.

Commissioner Lincoln has issued a circular calling attention to the fact that a decision has been rendered in the matter of substitution of tonnage at transit points, which has been before the Interstate Commerce Commission for investigation, that the members of the Exchange may fully understand the duties which devolve upon the carrier and the shipper in connection with transit privileges.

The decision of the court in the 25-cent tax on futures trades means that \$14,000 will be turned over to the State Auditor by the Merchants' Exchange unless grounds are found for taking the matter up in the U. S. Supreme Court. It is stated that a much larger sum has been deposited with the secretary of the Kansas City Board of Trade. Local grain men say that while they are vitally interested in the final outcome of the matter, no action will be taken by the Exchange as it is likely if a move in regard to further testing of the law, the Kansas City people will conduct the litigation. As the Supreme Court sustained the right of the State of New York to tax dealings in futures on the New York Stock Exchange, little hope is held out regarding a favorable decision.

A large demand arose for the address of President Cochran of the Merchants' Exchange, which was delivered before the Farmers' convention. Chicago asked for 10,000 copies, Toledo for 4,000 and Kansas City for 3,000. The address was published in full in the May issue of the "American Elevator and Grain Trade."

Some excitement was caused by the charge from Chicago that cash wheat prices quoted at St. Louis were fictitious. The matter was pretty thoroughly threshed out, and the charge refuted, at least to the satisfaction of the St. Louis grain men.

At a recent meeting of the board of directors the revocation of the Merchants' Exchange membership of Frank J. Miner was considered. The rules, however, provide that no member can be deprived of his membership without a formal hearing. Later on, Miner sent in his resignation, which was accepted by the board.

The Exchange was closed at noon on the day of the funeral of King Edward and President Cochran sent a cablegram to the Liverpool Corn Exchange expressing the sympathy of the Exchange.

Bert Ball, manager of the Publicity Bureau of the Exchange, attended the meeting of the Illinois Grain Dealers' Association at Decatur, Ill., in the interest of the Exchange. Among other matters, he presented the claims of the Exchange for a more general practice newspaper publication of St. Louis grain quotations and urged the individual members to ask Illinois editors to furnish this information in their respective localities.

The Exchange is seeking to secure authority from the State Railroad and Warehouse Commissioners to assume the control of wagon weighing, which is now done by the city weigher, who under the city ordinance, is authorized to impose a charge of 20 cents a load. The Exchange supervises this weighing, but the city gets the fee. Besides this, the public weigher assumes no responsibility for the out-turn of the car. The Exchange is willing to do this

weighing at less than half the present fee and proposes that it shall be borne by the seller and not by the dealer, according to the present custom. Also will be in a position to know and to assume the responsibility regarding the out-turn of the car.

Referring to the business honor of the country grain trade, one of the oldest buyers on 'Change states that during a period of nearly thirty-five years, during which he has purchased several million bushels of grain in the country on simple memorandum contracts, he did not remember of having experienced over three defaults. This is as high a compliment as any class of business men could possibly claim as their due.

In the death of Joseph H. Goddard, which took place last week, the Exchange lost one of its oldest members. Mr. Goddard was the son of Eldridge Goddard, founder of the Phoenix Flour Mills, in 1855, which later became the U. S. Steam Bakery and baked army "hard tack" during the Civil War. In recent years the firm was reorganized under the name of the St. Louis Pretzel & Baking Company. Mr. Goddard was born in Newton, Mass., and came to St. Louis in 1855 with his father, with whom he was associated during his business career. He has been a member of the Merchants' Exchange since 1891. His age was 63 years.

The Excella Feed & Milling Company of St. Joseph, Mo., has been incorporated. Capital stock \$50,000. Incorporators, William Hillix, S. T. Wilban, S. L. Counett and others.

The Minonk Farmers' Elevator & Supply Company of Minonk, Ill., has been incorporated. Capital stock \$13,000. Incorporators, Henry Kalknari, John Von Nordheim and Michael Barth, Jr.

The Farmers' Lumber & Grain Company of Glasford, Ill., certifies to an increase in capital stock from \$26,000 to \$35,000.

The Garfield Grain & Coal Company of Garfield, Ill., certifies to an increase in capital stock from \$5,000 to \$10,000.

## OBITUARY

Samuel Gregsten, retired member of the Chicago Board of Trade and real estate owner, passed away recently at West Hinsdale, Ill., aged 84 years. He is survived by a widow and three children.

Charles McCafferty, former grain dealer of Roxabel, Ross county, Ohio, passed away rather suddenly of heart failure at his home in Frankfort, Ohio, recently, aged 83 years. He is survived by one daughter.

E. A. Rippe, former mayor of Madison, S. D., and proprietor of the Madison Elevator, ended his life at that place recently by shooting. No cause is assigned. He had been in the grain business the greater part of his life.

Ervin J. Whitcomb, formerly associated in the grain and flour business at Ludlow, Vt., with Solon Atherton, passed away in that city recently, aged 88 years. He was born in Ludlow and was the oldest resident native of that place. He had held public office. He is survived by a widow and one daughter.

Benjamin F. Kyle, for forty years a prominent member of the Cincinnati Chamber of Commerce and well known grain dealer, died at his home at Kyle's Station, near Cincinnati, Ohio, recently of carcinoma of the stomach, aged 72 years. He was born in Butler county, Ohio, in 1837 and is survived by his widow and four children.

E. P. Nelson, former chief weighmaster for the Wisconsin Grain and Warehouse Commission, died as the result of being scalded while working in the pit under a defective steam boiler in the Peavey Elevator at Lethbridge, Alta., recently. The remains were buried in decedent's former home in Hallock, Minn. He is survived by his widow and three children.

William J. Miller, prominent grain dealer and senior member of the wholesale firm of Miller & Co., and the Lawrie-Miller Co. of Nashville, Tenn., ended his life by shooting recently. He had been in failing health for some time. He was born in Knoxville, Tenn., and had been a prominent member of the Nashville Grain Exchange. He is survived by his wife and four children.

Henry A. Wieburg, for twenty-seven years grain buyer for the Turner-Hudnut Co. at Pekin, Ill., passed away in that city on May 21 as the result of a complication of diseases, aged 62 years. At one time he was associated with the Smith-Hippen Co. at Emden, Ill. He was born in Witmund, Germany, and is survived by his widow, four sons and four daughters.

Walter D. Oliver of the firm of Oliver & Co., a Chicago real estate broker, died on June 2 in that city following an operation, aged 50 years. For many years he was a member of the Chicago Board of Trade, member of the firm of Oliver, Williams & Co., and subsequently had charge of the grain department of George William Ballou & Co., New York City stock brokerage house. He is survived by a widow and four children.

## THE EXCHANGES

The Baltimore Chamber of Commerce elected new committees on June 13.

W. R. Cornelius has been elected secretary of the Nashville Grain Exchange.

The directors of the Milwaukee Chamber of Commerce will remodel the trading floor arrangements.

The grain offices of the Merchants' Exchange at Memphis will be closed at 2 p. m. on Saturdays during the summer months.

On May 17 the Omaha Grain Exchange voted to raise the price of memberships in that body to \$1,000 and limited the membership to 200.

Henry J. Nickel, manager of the Wichita Board of Trade Clearing Association disappeared on May 28, his accounts showing a shortage of about \$12,000.

The Milwaukee board of directors has gone upon record once more as opposed to Federal grain inspection as impracticable and as an unwarranted interference with the prerogatives of individual markets.

The editor desires to acknowledge receipt of the annual report for 1909 of Sec'y Plumb of the Milwaukee Chamber of Commerce, and of Sec'y John R. Lofgren of the Peoria Board of Trade, and of the directors of the Philadelphia Bourse.

The grain receivers of Milwaukee will organize a club on lines similar to that of the Receivers' Association of the Chicago Board of Trade. The matter has been in the hands of C. F. Glavin, L. J. Keefe, E. H. Dadmun, W. P. Bishop and E. H. Heimke.

Armour elevator "C" was declared regular for the storage of grain and seeds until July 1, 1910. This elevator, situated at Center avenue and Twenty-second street, will be utilized to accommodate part of the contract wheat that has been turned out by private elevators.

Hutchinson, Kan., millers and grain dealers have organized a Board of Trade with the following officers: President, T. J. Templar, representing the grain interests; vice-president, Wm. Kelly, representing the milling interests; directors, F. E. Hipple, L. H. Pettit, George Gano, F. D. Larabee, D. S. Warwick, J. W. Burns, E. E. Shircliff. The secretary and treasurer are appointive officers and they will be selected later by President Templar. The price of membership is put at \$200. The grain men taking part in the movement are: L. H. Pettit and W. H. Smith, representing O'Neil-Kaufman-Pettit Grain Co.; T. J. Templar and W. K. McMillan, representing Kansas Grain Co.; A. F. Johns and S. H. Pitts, representing Kemper Grain Co.; F. J. Hipple, representing Liberal Elevator Co.; D. S. Warwick, representing Millers' Grain Co.; E. E. Shircliff, representing Ferguson & Shircliff; William Kelly and C. A. Greenlee, representing the Kelly Milling Co.; J. W. Burns, representing Hutchinson Milling Co.; F. D. Larabee, representing Larabee Mill; C. G. Smith, deputy state grain inspector; John M. Starr; and C. A. Tabb, representing C. A. Tabb Grain Co.

### BUFFALO CORN EXCHANGE.

Completing the list of officers of the Buffalo Corn Exchange for 1910, published last month, the following may be named:

Henry D. Waters, president; S. M. Ratcliffe, vice-president; L. S. Churchill, treasurer; F. E. Pond, secretary.

The directors in addition to the above named president, vice president and treasurer, are: G. F. Booth, F. F. Henry, Charles Kennedy, R. E. Pratt, J. J. Rammacher, T. F. Stofor.

### ELECTION AT INDIANAPOLIS.

The Indianapolis Board of Trade elected officers on June 13. The regular ticket was as follows:

President—Aquila Q. Jones.

Vice-President—Edgar H. Evans.

Treasurer—Thos. Oddy.

Governors—Albert Sahn, W. L. O'Connor, Adolph J. Meyer, Edward Hawkins, Thomas B. Laycock, L. J. Fellows, Ford Woods, Geo. H. Evans, Sam. B. Sweet, A. M. Glassbrenner, John M. Shau, Warren H. Simmons and Joseph C. Gardner.

### CHANGES IN RULES.

Chicago.—An amendment to Sec. 16, Rule 20, of the Chicago Board of Trade defining the time for payment of all bills rendered for all cereal and hay products handled by members has been adopted. The amendment grew out of recent failures in the grain shipping trade whereby the seller was, on account of delays in switching or otherwise, left without means to protect himself.

A petition has been in circulation to amend the Rules so that the membership certificates of expelled members could be sold for the account of creditors instead of being canceled, as at present.

Sec. 1 of Rule 21 has been amended to fix the storage rates for grains and flaxseed at not more than 1c. a bu. for the first ten days or part thereof, and not more than 1/30 of 1c. for each succeeding day thereafter as long as the grain or seed is in good condition.



**Kansas City.**—The Kansas City Board of Trade has adopted new rules for the inspection of alfalfa meal, etc. (See Hay Department.)

**St. Louis.**—The St. Louis Merchants' Exchange on June 10 adopted a margin rule for cash transactions similar to that adopted a month ago at Kansas City.

#### INDEMNITY TRADING.

Judge Mack on June 5, in the case of Nash, Wright & Co. vs. Daniel C. Wright, declared "indemnity trading" a form of gambling and illegal. Wright had been dealing in indemnities with the firm, who held his notes for \$30,000, losses sustained in "indemnity" trading. He refused to pay the notes and Nash, Wright & Co. sued. Wright set up the defense that the whole transaction was a gamble on the markets. Judge Mack held that the complainant had no standing in a court of law on such an action, dealing in "indemnities" being defined as only another form of trading in "puts and calls," abolished by the Board of Trade some years ago and made illegal by state law.

The Board's directors, in permitting the purchase and sale of indemnities, recognized that they contributed a species of insurance of trades, and were advised that their action was legally permissible. On June 8, therefore, in recognition of the decision of Judge Mack, the directory adopted a resolution recommending the abolition of trading in indemnities, and urging an amendment to the rules forbidding members to deal in that form of future guaranties. The proposed amendment was ordered to be posted and will be submitted to the membership of the board for adoption or rejection on June 16.

As a substitute for indemnity trading, the grain reporter of the Inter-Ocean says that Geo. R. Nichols proposes a new plan of insurance, which has been approved by Mr. Legg, associate counsel of the Board. It provides for the payment of losses in money without making any trade in the market. For instance, when a man is long 10,000 bu. wheat at \$1 and buys an indemnity at 99½c, and the market closes at 99c, his loss of ½c is made good him by the sellers of the indemnity, without a trade being made, it being a strictly insurance proposition. Should the price advance and the trade show a profit no indemnity is needed. This will increase trading at the close of the market each day, but Mr. Nichols believes that it would be a money getter from the start. Any member could sell an indemnity without taking out an insurance license.

#### CHANGES IN EXCHANGE MEMBERSHIP.

**Baltimore.**—Sec'y Jas. B. Hessong reports that Samuel G. Crocker, 105 Bourse Bldg., has been elected a member of the Baltimore Chamber of Commerce, vice Wm. R. Hammond, deceased.

**Chicago.**—Sec'y Stone reports the following changes in membership of the Chicago Board of Trade in April: New members—John W. Scott, Abe J. Jones, John W. Davis, Joseph W. Seibel, Louis M. Josephthol, Henry D. Babcock, Frederick Paxson. Withdrawals—Est. of W. R. Buckley, Leonard S. Allen, est. of David Davis, Theodore Speltz, Ira D. Hough, Harry N. Knight, est. of Wm. B. Paxson. And in May the following new members: Julius H. Barnes, Rogers J. Mott, Walter Lyon, Jas. W. Gordon, Richard C. Plater. Withdrawals—Est. of Ward Ames, est. of F. D. Ware, Samuel Stenson, Jr., Walter C. Fleury, John D. Armstrong.

**Cincinnati.**—Supt. C. P. Murray reports the following members of the Cincinnati Chamber of Commerce elected June 7, 1910: A. Clifford Shinkle, president Covington & Cincinnati Bridge Co., Covington, Ky.; Lawrence C. Plageman, with the Union Grain & Hay Co., Rawson Building.

**Duluth.**—Sec'y Chas. F. Macdonald reports the following new members admitted to the Duluth Board of Trade and withdrawals during the month of May: New members—Louis Peterson, John C. Tresise. Withdrawals—Wardwell Ames, G. F. Ewe.

**Indianapolis.**—Wm. H. Howard, secretary, reports the New Delmar Company as admitted to membership in the Indianapolis Board of Trade.

**Kansas City.**—Sec'y E. D. Bigelow reports that in the month of May C. E. Ryle was elected a member of the Kansas City Board of Trade on transfer of the membership standing in the name of Jno C. Lovrien; F. L. Ferguson in place of Chas. E. Waldron; and N. F. Noland in the place of A. Richard Frank.

**Milwaukee.**—Sec'y H. A. Plumb reports the following admitted to membership in the Milwaukee Chamber of Commerce during May, 1910: Otto A. Dittmer, John J. Murphy, Joseph Lers, M. E. McIntosh; transferred memberships—H. F. Stuewe, S. H. Woodbury, H. R. Bertuleit, L. D. Richardson.

**Omaha.**—P. P. Manchester, secretary of the Omaha Grain Exchange, reports that the membership in that Exchange of R. S. Kerr has been transferred to M. T. Shepherdson.

**San Francisco.**—Sec'y T. C. Friedlander reports the following changes were made in the membership of the Merchants' Exchange during the month of April, 1910: C. H. Schlacks, vice president Western Pacific Ry. Co., to succeed V. G. Bogue; H. B. Worden, the Pacific Lumber Co., to succeed E. M. Eddy.

**St. Louis.**—Sec'y Geo. H. Morgan reports the new members received by the Merchants' Exchange during May as follows: J. W. Morse, Eureka Mills, St. Louis; J. V. McCarthy, N. C. & St. L. Ry., St. Louis; Robt. W. Morrison, Jr., St. Louis; Elliott Lowe, Lincoln Grain Co., Lincoln, Nebr. The above were transferred from Frank G. Bohle, J. R. Chasan, Robt. W. Morrison, J. W. Dodson.

**Wichita.**—Alvin Harbour has bought the membership in the Wichita Board of Trade of the Brookings Grain Co., removing to Oklahoma City, and R. W. Amrine has purchased the seat of Fred Dymock.

#### NEW YORK PRODUCE EXCHANGE.

The annual meeting of the New York Produce Exchange was held on June 6. The following officers were elected: President, E. R. Carhart; vice-pres., John Asperen; treas., E. C. Rice; managers (2 years), J. W. Warren, C. C. Rubins, A. R. Dyer, W. B. Pollock, E. B. Broenniman and A. M. Pentz.

In his valedictory, ex-President Ring, among other things, said:

"The year has been one of varied conditions, some branches of trade having prospered while others have not been so satisfactory. The prices of all cereals ruled high during all of 1909 and only since the beginning this year has there been any material decline. Provisions steadily advanced until they reached figures higher than for a long period and most of the advance is still maintained. The natural result of high prices and somewhat limited supplies has been to cause hesitation in business operations and restriction of trade. Dealers do not like to venture too far when markets are ruling at what appears to be abnormal conditions, as the danger of sudden and serious declines is too great."

Of the grain trade, President Ring said that the conditions have not been at all satisfactory, for, although the crops for 1909 were large, prices continued to advance until they reached a high point early in the year and did not recede until near its close. This caused a restriction in operations, both for the cash trade and futures. It also seriously operated against our usually large exports of wheat and corn to foreign countries.

"It is evident," continued President Ring, "that the United States must in the near future make special efforts to increase the productive capacity of its farms if it is to maintain its position as an exporting country of cereals. That this can be done there is no question and the necessity for it will no doubt bring about proper action."

"The corn and oats trades have not been altogether satisfactory, for though last year's oats crop was a large one and of good quality, yet trading has been very irregular and at times difficult for members to follow closely with any prospect of profitable trading. Prices have had a large decline from last year and are at present on a fairly reasonable basis."

"The corn trade has also been irregular and from the high prices ruling last year there has been a material decline. The condition of the last crop was not so favorable as in previous years, owing to too large a percentage turning soft and unsuitable for usual purposes. The lower prices of these two cereals will permit of a greatly increased consumption throughout this country for farm and feeding purposes, and in time bring about an increase in provisions."

#### THE BREAKERS AT CEDAR POINT.

In view of the meeting of the Ohio Grain Dealers' Association and of the National Hay Association at Cedar Point, Ohio, a resort near Sandusky, it may be said for the benefit of those who have never been there, that Cedar Point is a lake resort situated on a wooded peninsula, eight miles in length, lying between Lake Erie and Sandusky Bay. It is a city in itself—a summer city, of course,—with all the conveniences of a modern town. Besides its hotels, dining rooms and amusement attractions, it has its own fleet of steamboats, its custom house, postoffice and lighthouse. Situated far enough from the city to escape noise, dust and heat, it is only a short ride from the mainland and in close touch with the outside world by telephone and telegraph.

The Breakers, the headquarters of the associations, is one of the largest summer hotels in the country, extending over seven acres of ground and contains a thousand rooms, all open to the breezes that sweep across Lake Erie into Ohio. Every room presents a view of the lake and the long bathing beach; and the appointments of the Breakers include electric lights, running water, etc. The resort is reached via the New York Central and Pennsylvania Lines and the B. & O., as well as by boat from Detroit, Buffalo and Cleveland. The bathing beach is one of eight miles of clean, white sand sloping to safe depths for both the swimmer and the novice. The beach is one of the greatest sources of recreation at this resort. There is a board walk promenade, a theatre, the largest dancing hall in the country and an amusement circle containing every known and inviting fun-making device. Over a million people visited Cedar Point last season.

## COMMISSION

Reports at Buffalo all indicate that Burns-Yante Grain Co. will pay all its obligations in full.

C. A. McCleary has been admitted to partnership in the firm of C. S. McCleary at Pittsburgh, Pa.

Lamson Bros. & Co., Chicago, have opened an office at Aurora, Ill., with Harry Miller in charge.

Lee W. Partridge, until recently with Sam Finney, Chicago, has engaged in business for himself.

E. P. Allen has opened an office to carry on a general brokerage business in grain at Birmingham, Ala.

Cooper & Oddy, Indianapolis, have retired from the grain trade, the Alder Grain Co. taking over their trade.

John R. Tomlen of the Tomlen Grain Co., Kansas City, has sold his business to the Lonsdale Grain Co. and will become a farmer in Oregon.

The Amerine Commission Co. has been organized at Wichita, Kan., to do a general grain business. R. W. Amerine, lately connected with the McCullough Grain Company, is manager.

B. W. Snow, one of Chicago's city aldermen, announces that he will quit public life at the end of his term and devote his entire time to the new corporation of Bartlett, Frazier & Co., of which he has become a member.

Chas. L. Raymond, member of the Chicago Board of Trade is the latest recipient of a bouquet of seventy American Beauty roses to commemorate 70 mile stones passed over. The presentation was made by J. G. Steever.

E. A. Fitzgerald, vice president of the Cincinnati Grain Company has resigned and organized a new grain and hay firm under the name of Fitzgerald Brothers. They will have offices in the Fourth National Bank Building.

Chas. D. Jones & Co. is a new firm at Nashville; capital \$25,000, composed of Chas. D. Jones, Ward Smith, Geo. R. Knox and John A. Bell. The Cumberland Elevator Co. also has been incorporated by the same parties; capital \$25,000.

Edward Stritmatter, who for several years past has been connected with the cash grain firm of J. P. McAlister & Company, at Columbus, Ohio, has engaged in the grain business for himself with offices in the Schultz Building, Columbus.

A change has been announced in the old grain and hay shipping firm of Jas. P. McAlister & Company of Columbus, Ohio. Edward Stritmatter, one of the partners has withdrawn and the two sons of Mr. McAlister, R. F. and J. D. McAlister have been taken into the firm.

Howard Lipsey, who recently secured the Wellsboro Transfer Elevator formerly owned by Sam Finney, will conduct a general shipping business. Mr. Lipsey has offices in 711 Postal Telegraph Building, Chicago. In addition to his shipping business he will also handle grain on consignment, and take charge of customers' orders in futures.

The Buckeye Grain & Milling Co., recently incorporated at Columbus, Ohio, with offices in the Union National Bank Building, has purchased from H. M. Crites of Circleville, the grain, feed and milling business which has been conducted in South Columbus under the firm name of Newton Brothers Co. Frank Bauman is manager for the new company which will deal in grain, hay and feed, besides doing a general milling business.

A charge of importance was made in one of Baltimore's leading grain houses when on May 16, Louis Muller, who has been at the head of the firm of Louis Muller Co. for many years announced his retirement. The business will be continued by the men with whom Mr. Muller has been associated so long and no change will be made in the firm name. The new officers are John M. Dennis, President; Ferdinand A. Meyer, Vice-president, Thomas C. Craft, Jr., Treasurer.

The firm of Bartlett, Patten & Co., will retire from business July 1 and be succeeded by the Bartlett, Frazier Company, a corporation with capital stock of \$1,000,000. The Bartlett, Frazier Company will have as stockholders, W. H. Bartlett, F. P. Frazier, and H. E. Ryecroft, together with all the junior partners of the present firm of Bartlett, Patten & Co. The officers of the new company are H. E. Ryecroft, president; C. B. Pierce, first vice-president; Geo. E. Fuller, second vice-president, H. J. Patten, treasurer, and E. D. W. Pogue, secretary. The capital stock is \$1,000,000.

All the creditors of W. H. Merritt Co., of Chicago, have agreed to settle on the basis of 38 cents on the dollar. Leading creditors agreed to settle with the Bank of Montreal in its claims of \$150,000 and form a pool to liquidate the Merritt business. It was believed that better results could be obtained by this method and possibly 100 cents on the dollar eventually obtained. One hundred and thirty creditors signed in favor of the plan, whose claims aggregated \$130,000. Receiver A. O. Lord has been made a trustee of the business, but a committee of the creditors has the settlement work in hand.



## ASSOCIATIONS

A meeting of dealers in southern Nebraska was held at Beatrice on May 25, under the direction of E. J. Smiley, secretary of the Kansas Association. About 30 were present, who were invited to organize a "local" of the Kansas Association.

The Northeastern Indiana Hay and Grain Producers' and Shippers' Association at the May meeting at Ft. Wayne, expressed disapproval of the way in which Toledo grain quotations are quoted by the Toledo and other papers. They are said to be misleading because the price quoted includes all expenses and are apparently higher than they are in fact.

The Indiana Millers' State Association in session at Indianapolis on May 25 adopted resolutions disapproving the policy of forward selling of grain beyond a period of sixty days and heartily commending the efforts put forward at this time to correct the evil. The resolutions also recommended that every miller in the state interest himself in the farmers' institutes.

Sec'y Strong reports the following new members of the Illinois Association: Clements, Curtiss & Co., 219 La Salle St., Chicago; J. Crawford & Sons, Hindsboro; Frank J. Davis Grain Co., Inc., Tremont; Hitch & Kirk, Bondville; Ike Livingston Grain Co., brokers, Bloomington; Puterbaugh, Walker & Co., Mackinaw; L. E. Slick & Co., brokers, Bloomington; and Wheatley & Linder, Charleston.

### COMING MEETINGS.

Ohio Grain Dealers' Association, Cedar Point, June 15-16.

American Seed Trade Association, Atlanta City, June 21-23.

National Hay Association, Cedar Point, O., August 23-25.

Council of North American Grain Exchanges, New York City, September 5.

Grain Dealers' National Association, Chicago, October 10-12.

### WITHDRAWALS FROM THE NATIONAL ASSOCIATION.

Sec'y Courier reports the following list of members who during the last period for which dues have been paid, have withdrawn from the Association, the list being the smallest on record for any similar period: Clarence Euler & Co., Baltimore; W. D. Fulton, Boston; Dudley M. Irwin, Buffalo; Gardner & Paddleford, and Henry M. Paynter, Chicago; H. E. Kinney, Indianapolis; Caswell E. Rose, Nashville; Leopold Mayer, Pensacola, Fla.; C. H. Albers Commission Co., St. Louis; Howard & Kornegay, Selma, Ala., and S. W. Fowler & Co. (not grain dealers), Toledo, O.

### WESTERN ASSOCIATION MEETING.

The annual business meeting of the Western Grain Dealers' Association will be held at Des Moines, Ia., on July 13th, 1910. The details of the programme have not yet been arranged, but Sec'y Wells says, "the proceedings will be entirely confined to the consideration of such matters as are pertinent to the welfare of the Association at this time, probably the most important of which will be the consideration of the losses incurred by our members during the past winter on account of delay in transit and the general unsatisfactory service furnished by the railroad companies, and so forth. Our members have suffered severe losses on this account."

### NEW TEXAS MEMBERS.

The following were elected members during the annual meeting of the Texas Grain Dealers' Association: C. F. Witherspoon & Sons, Denton; Waco Mill and Elevator Co., Waco; Pilot Point Roller Mills, Pilot Point; R. Lupton, San Antonio; Terrell Milling Co., Terrell; Dalla Elevator Co., Dallas; Farmers' Mill, McGregor; The Guenther Milling Co., San Antonio; Coleman Mill and Elevator Co., Coleman; J. H. Niendorf & Co., Dallas; Tom F. Connally, Clarendon; J. J. Powell, Corsicana; Smith Bros., Grain Co., Fort Worth; Farmers' Elevator Co., Electra. Other applications are pending.

President Hunt has reappointed L. G. Bellew of Pilot Point, Tex., to be the Texas member of the Tri-State Arbitration Appeals Board.

### FEED MANUFACTURERS.

At the annual meeting on May 27 at Milwaukee of the American Feed Manufacturers' Association, J. H. Genung of Indianapolis was elected president; G. A. Chapman of Chicago, first vice-president; F. M. Wilson of Hartman, Colo., second vice-president; H. A. Abbott of Chicago, third vice-president; W. R. Anderson of Milwaukee, secretary; J. W. Young of Chicago, treasurer, and J. C. Reid of St. Louis, chairman of the executive committee.

The greater part of the time of the two-days' meeting was devoted to the proposed uniform feed

law which both the manufacturers and dealers are endeavoring to have enacted as a Federal statute. This law is designed to secure universal definitions for all feeding stuffs for domestic animals excepting hays and straws, whole grains and unmixed meals and chops made directly from grain; that all containers shall be branded accurately as to weight, name of producer and chemical analysis; that feeds sold in bulk shall be accompanied by a similar statement, except as to weight; that retail sales of bulk feeds shall be guaranteed as per package lots; that feeds shall be subject to analyses by proper officials; that when a sample of feeding stuff shows on analysis a variation from the guarantee, the dealer in or manufacturer thereof shall be given an opportunity to be heard in his own defense before the fact of variation shall be certified to the prosecuting attorney.

There are 74 members of the Association, who are all producers of mixed feeds.

### DOCKAGE AT KANSAS CITY.

In view of the appeal to the U. S. Supreme Court of the Kansas City Board of Trade of the suit involving the Board's 100-lb. dockage rule, Secretary Smiley advises members of the Kansas Association as follows:

"The probabilities are that this case will not reach the Supreme Court for two or three years, and as the statute of limitation will expire on a number of claims, we would strongly recommend that you make demand on your receivers for the value of this 100 lbs. on each and every car shipped to Kansas City since August 16th, 1909, and in case of their refusal or neglect to make reparation to send A/S and weight certificate to this office. I will also ask that if you have made any shipments to Kansas City since the 30th day of March, 1909, from which the 100 lbs. has been deducted that you send the A/S and weight certificate to this office, in order that we may furnish evidence to Attorney General Majors.

"To give you some idea of this 100 lbs. dockage, we take report from the annual statistical report of the Kansas City Board of Trade for the year 1909:

|   |          |
|---|----------|
| Receipts of wheat, car loads, 32,140 at \$1.00 per bushel ..... | \$53,352 |
| Receipts of corn, car loads, 10,140 at 50c. per bushel .....    | 9,036    |
| Receipts of oats, car loads, 4,233 at 45c. per bushel .....     | 6,714    |
| Receipts of rye, barley and Kafir corn, 1,266. ....             | 1,822    |
| Total .....   | \$69,924 |

enough to pay the operating expenses of all the elevators in Kansas City. Do you not think it time to put a stop to this graft? You can do it by lending your assistance. It is up to the shippers of Kansas and Nebraska. What will you do?"

### NEW MEMBERS OF KANSAS ASSOCIATION.

Sec'y Smiley reports the following applications for membership in that Association from February 10 to May 12, 1910:

Missouri—Amos H. Hall, Amsterdam.  
Kansas—Farmers' Elevator Co., Olmitz; S. P. Taylor, Onaga; John Rawlins and Kelsey-Beverly Grain Co., Winfield; G. G. Weichen, Robinson; Frank Montgomery, Stockton.

Nebraska—Hastings Milling Co. and Farmers' Grain and Supply Co., Hastings; F. A. Sisson and Davey Bros., Stoddard; S. P. Starbuck and Hebron Grain Co., Hebron; Lee Hill, Edgar; E. J. Bohling, Sedar; O. L. Brown, Chester; Minden Grain Co., Minden; L. M. Grace, Mascot; C. Koehler Co., Hastings; J. W. Anderson Grain Co., Holdridge; W. M. Rundberg, Ong; P. H. Gupton, Oxford; W. N. Clark, Stamford; S. A. Austin, Wilsonville; Lawrence Milling Co., Lawrence; Austin & Claypool, Orleans; O. P. Ellis, Ellis; McDowell & Mundenhall, Fairbury; R. H. Duff, Bertrand; P. K. Winther, Eustis; Powell & Nilsson, Marion; Farmers' Grain Co., Upland; Deshler Farmers' Elevator Co., Deshler; Farmers' Grain Co., Wilcox; Koeing & Selk, Harbine; Beaver Valley Grain Co., Danbury; Stromer Grain and Supply Co., Glenville; Henry Heidelk, Jansen; Farmers' Elevator Co., Holdridge; Johnson Grain Co., Johnson; Farmers' Elevator Co., Auburn; Farmers' Elevator Co., Syracuse; Farmers' Elevator Co., Unedilla; Brock Grain Co., Brock; L. A. Hanks, Cook; L. W. Sage, Julian; T. O. Wilson, Walton; William Sharp, Elmwood; Geo. Trunkenboltz and Betts & Venner, Eagle; Trompen & Son, Hickman; Thos. Hedges, Panama; Murray Grain Co., Dunbar; James Murray, Lorton; Auburn Grain Co., Auburn; Jones Grain Co., Nebraska City; Liberty Grain Co., Liberty; Howe Elevator Co., Howe.

The father of the popcorn industry at Odebolt, Ia., is A. H. W. Reuben, who began a number of years ago with 25 acres. He now plants 125 acres annually to the crop, and as many of his neighbors have followed his example, Odebolt ships about 15,000,000 lbs. of the grain annually. The crop is a profitable one.

## HAY AND STRAW

The alfalfa mill at Frederick, Okla., is nearing completion.

Ground has been broken for the new alfalfa mill in Chillicothe, Texas.

Work on the new \$20,000 alfalfa mill at Vernon, Texas, has been commenced.

About \$7,200 has been subscribed for an alfalfa mill at Esparto, Yolo county, Cal. The plan is to raise \$10,000 before commencing construction work.

The Allen Alfalfa Mill Company of Minneapolis, Minn., has been incorporated with \$200,000 capital by F. E. Kenaston, W. A. Ramsey, H. E. Fletcher, A. M. Allen and O. A. Robertson.

The Martha Alfalfa Milling Co., of Martha, Okla., which was launched some time ago, has been incorporated with \$15,000 capital by W. H. Holtby, J. J. Edwards and I. J. Rutherford.

An alfalfa meal mill to cost \$15,000 will be erected at Berthoud, Colo., by the Alfalfa Milling Co., composed of local business men. The plant will have a capacity of twenty-five tons daily.

The Exchange Mill Co., of Grafton, W. Va., has been incorporated with \$25,000 capital to deal in hay, grain, etc., by Ona C. Jeffereys, Walter T. Wiley, Mary S. Jeffereys, Myrtle M. Thayer and C. O. Thayer.

The exports of hay during the week of June 10 from Montreal were 22,315 bales against 6,315 bales a year ago. The receipts of hay for the past week were 22,238. There has been an easier feeling in the hay market during the past week, and prices are down on all grades about fifty cents per ton.—Trade Bulletin.

Arrivals of hay to the Pittsburg market are below normal, but at the same time they are fully sufficient to meet all calls. Buyers are perfectly indifferent. Receivers all report the transaction of business at present rather rough sledding. It is very hard work to keep the tracks clear. This condition is brought about no doubt by the general lull in business. All lines of trade report business dull. Hay is no exception. We do not anticipate any improvement in the immediate future. We confidently expect a better condition of affairs by the time the coming crop begins to move.—Grain and Hay Reporter.

### HAY MARKETS BY HAY TRADE JOURNAL.

New York—More satisfactory demand; Boston—Practically unchanged; Jersey City—About the same as a week ago; Philadelphia—Little change; St. Louis—Steady and firm on timothy and clover mixed; Chicago—Unchanged; Brooklyn—Fair demand; Buffalo—Firm on better grades; Cincinnati—In good condition; Cleveland—Active, receipts light; Baltimore—Steady, arrivals lighter.

### RESOLUTIONS OF RESPECT.

The executive committee of the National Hay Association has adopted the following resolutions:

"Whereas, Divine Providence has taken from us our friend and fellow member, Carey Lee Curless, who by faithful attention to the business of the National Hay Association and strict adherence to its rules, won the respect and esteem of its officers and members; therefore be it

"Resolved, That in his early death this Association has lost a member who was fitted by nature and acquired ability to fill any office within its gift with honor to the Association and credit to himself; that the members have suffered the loss of a sincere friend, the city in which he lived a splendid citizen, and his family a loving husband, father, son and brother."

### ALFALFA RULES AT KANSAS CITY.

The following amendments to the Constitution, Rules and Regulations were adopted by the Kansas City Board of Trade on May 16:

#### ALFALFA MEAL GRADES.

Art. 21, Sec. 16. Choice Alfalfa Meal shall be milled from alfalfa of natural green color, properly cured, free from foreign grasses, sound and sweet, with pronounced alfalfa fragrance, and contain not less than 14 per cent protein and 1 1/4 per cent fat, and shall not contain to exceed 15 per cent of moisture.

Extra Prime Alfalfa Meal shall be milled from alfalfa of fair (greenish) color (but not of sufficient color to grade choice), sound and sweet, have pronounced alfalfa fragrance, shall be free from foreign grasses and shall contain not less than 14 per cent protein and 1 1/4 per cent of fat and shall not contain to exceed 15 per cent of moisture.

Prime Alfalfa Meal shall be milled from alfalfa sound and sweet, having a reasonable alfalfa fragrance, shall be free from foreign grasses and shall contain not less than 14 per cent of protein and 1 1/4 per cent of fat, and shall not contain to exceed 15 per cent of moisture.

Standard Alfalfa Meal shall be milled from alfalfa sound and sweet, but not of sufficient fragrance to



grade Prime; and may contain 15 per cent of foreign grasses and shall contain not less than 11 per cent protein and 1 per cent of fat, and shall not contain to exceed 15 per cent of moisture.

No Grade Alfalfa Meal shall include all alfalfa meal not good enough to grade Standard.

#### ALFALFA MEAL WEIGHTS.

A ton of alfalfa meal is 2,000 pounds, and a sack of alfalfa meal must weigh 100 pounds net weight.

Alfalfa meal shall be packed in good sound bags of suitable strength, either new or second-hand, of 100 pounds net weight, except where otherwise stipulated in contract. Bags must be well sewed and in good shipping order when loaded.

#### ALFALFA MEAL RULES GOVERNING.

(a) Choice or Extra Prime alfalfa meal not coming up to contract grade, shall be good delivery if it reasonably conforms in color with the grade sold and if within 1½ per cent of the combined fat and protein contents of the grade sold, but the settlement price shall be reduced at the rate of 5 per cent of the contract price, freight excepted.

(b) Prime or Standard alfalfa meal, not coming up to grade, shall be of good delivery, if within two per cent of the combined protein and fat contents of the grade sold, but settlement price shall be reduced at the rate of 15 per cent of the contract price, freight excepted.

(c) Alfalfa meal sold by sample, to be a good delivery, must reasonably conform in color and texture, and be within one per cent of the combined protein and fat contents of the sale sample.

(d) Should any grade of alfalfa meal, shipped on contract, contain more than 15 per cent of moisture and the meal has not been injured or damaged by reason of the excess moisture, it shall be accepted by the buyer, but the settling price shall be the market value on date of inspection.

(e) No claim for deficiency of protein and fat shall be made by buyer unless the deficiency shall exceed one per cent of the combined protein and fat contents of the contract grade.

(f) On shipments of carload lots, the Board of Trade official sampler, or weigher, or if outside the jurisdiction of the Kansas City Board of Trade, any official inspector or weigher, shall have the right to open cars after delivery to the buyer and take out at random therefrom and weigh a part of the bags, equal to 5 per cent of the entire number in the car, and in case a shortage is found to exist, then the entire contents of the car shall be re-weighed. In case a loss is shown of more than one per cent, the expense shall be paid by the seller, not to exceed \$1.00 per car.

(g) In case a car of alfalfa meal is rejected by the buyer at destination, on account of grade, he shall immediately wire the seller and if the seller refuses or neglects for 48 hours after notification to appear in person or appoint a representative to draw samples in the presence of the buyer or his representative, for arbitration, then the buyer may appoint any disinterested person, not in his employ, to draw such samples.

The person drawing such samples shall draw a handful of meal from at least a number of bags to represent 10 per cent of the entire number of bags in the car and the sample drawn by him shall be forwarded by express to the official chemist, appointed by the Board of Directors, marked as samples drawn from a certain car, giving initials and number, and he shall forward to the official chemist an affidavit setting out the fact that the sample forwarded is a true and correct sample of meal drawn by him out of a certain car, giving initials and number, together with his charges for services rendered, which shall not exceed \$2.00 per car.

(h) The official chemist, after receiving such sample drawn, representing a shipment, shall proceed to at once make the analysis of same and forward a copy of his findings to each the buyer and seller. The analysis so made by the official chemist shall be final and the buyer shall receive or reject the meal, in accordance with the rules of this association, the loser to pay all expenses.

(i) All claims for loss in weight to be entitled to consideration must be supported by a sworn certificate of the Board of Trade official weigher. If, however, the sample is taken at a point outside the jurisdiction of this Board of Trade, then a sworn certificate by an official inspector or weigher or by a disinterested party, not in the employ of the buyer, and such certificate shall show date of arrival of the car at destination, also the number and initial.

Section 9, Par. (a), Article XXI, is amended by adding "Alfalfa meal 50c. per ton."

Paragraph (d) is amended by adding "Alfalfa meal 50c. per ton."

The Co-operative Elevator Co., of Fergus Falls, Minn., has declared a semi-annual dividend of 5 per cent.

Thomas Kent, member of the Chicago Board of Trade and retired commission merchant, passed away at his home in Chicago recently following a stroke of paralysis, aged 81 years. For several years he had been in poor health. He was born in England and is survived by his widow.

## FIRES-CASUALTIES

Lightning struck and destroyed the elevator owned by Mr. Braik in Erie, Kan., recently.

A severe storm demolished the structure of the Powers Elevator Co. at Steele, N. D., recently.

An elevator in Beach, N. D., collapsed recently, spilling 25,000 bushels of oats and imperiling workmen.

The power house of the Morris Grain & Elevator Co., in Carmangay, Alta., was destroyed by fire recently.

The elevator in Logansport, Ind., owned by John T. Higgins was damaged by an explosion in the boiler room recently.

The plant of the Union Grain & Coal Co. in Anderson, Ind., was damaged by fire recently to the amount of about \$15,000.

The Douglas Elevator at Morris, Minn., was destroyed by fire on June 3. The loss on elevator was \$5,000 and on grain \$2,000.

Fire of unknown origin destroyed the Monarch Elevator at Hannaford, N. D., June 4. About 1,200 bushels of grain were destroyed.

The Maple Milling Co.'s plant at Didsbury, Alta., including two elevators and 50,000 bushels of wheat, was destroyed by fire May 30. Loss \$90,000.

The elevator of the Eastern Grain Co. at Bridge-water, Mass., was destroyed by fire recently, causing a loss of \$35,000. The elevator will be rebuilt.

Fire following an explosion destroyed the Farmers' Elevator at Ayr, Moss county, N. D., on June 1, causing a loss of \$12,000, with about \$6,000 insurance.

The elevator of the James Quirk Milling Co. at Montgomery, Minn., was damaged to the extent of \$100 by a fire caused by a spark from a locomotive May 27.

The two grain elevators at Duncan, between Britt and Garner, Iowa, were destroyed by a fire believed to have been started by a spark from a locomotive recently.

Fire of mysterious origin destroyed the International Elevator at Treherne, Man., on May 22. The structure contained 2,500 bushels of wheat and 500 bushels of barley.

The grain elevator of Behymer Bros. at Tamah, three miles north of Celina, Ohio, was partly destroyed by fire on May 31. Loss \$3,000, partly covered by insurance.

The grain elevator of the Virginia Mills in the suburbs of Suffolk, Va., was destroyed by a fire of unknown origin which started in the top of the structure recently. Loss about \$30,000.

The big warehouse of the San Diego Feed Mills in San Diego, Cal., was partly destroyed by a fire of unknown origin recently, resulting in a loss of about \$9,000, partly covered by insurance.

Lightning caused a fire that destroyed the Moore Elevator, containing 10,000 bushels of uninsured corn, recently at Chickasha, Okla. Insurance on the building is \$8,000. The elevator will be rebuilt.

The lower floor of the old McCollum & Turner Elevator at Monticello, Ind., used by the Loughry Bros. Milling & Grain Co. mostly for storage, collapsed under a weight of 55,500 pounds of cement recently.

Incendiarism is suspected in a fire that destroyed the grain and hay shed of Woodlock & Brennan in Chelsea, Mass., on June 2, resulting in a loss of \$5,000 to building and contents, partly covered by insurance.

Fire that smoldered for hours did about \$2,000 damage to the Globe Elevator in Buffalo, N. Y., on May 18. The fire was in a bin and a hole was cut in the side of the bin and a large quantity of burning grain drawn out.

The B. B. Anderson Elevator at Spirit Lake, Iowa, containing 1,000 bushels of grain, was destroyed by fire recently. The loss was covered by insurance. It is believed the fire was caused by sparks from a locomotive.

Warehouse No. 2 of the Seattle Grain & Warehouse Co. of Seattle, Wash., collapsed recently when loaded with 60,000 bushels of wheat and the entire north side of the structure fell across the Great Northern railroad siding.

The large elevator of J. W. Weikel was destroyed in a fire that swept the town of Jordan, east of Boone, Iowa, May 26. The fire is supposed to have been caused by a spark from a locomotive. The town has no fire protection.

Fire of unknown origin wrought damage of about \$50,000 in Almont, N. D., on June 2. The sufferers were Lyon Elevator Co., \$13,000; Chase Elevator & Lumber Co., \$33,000; Russell-Miller Milling Co., mill and 4,000 bushels of wheat.

Fire believed to be of incendiary origin destroyed the Minneapolis & Northern Elevator and the Ball Elevator in Barnesville, Minn., recently. The fire broke out in the Minneapolis & Northern structure and communicated to the Ball Elevator. The loss

on the former, which was of 50,000 bushels capacity, was about \$12,000, with about one-fourth insurance. The loss on the Ball Elevator, which had been closed for a year, was \$6,000, with little insurance.

The hay and grain warehouse of H. P. Pillsbury in Washington, D. C., was destroyed by fire on June 2. The loss was \$15,000, covered by insurance. Three firemen were seriously injured by a falling roof and another was overcome by smoke.

The grain elevator at Girard, Ill., known as the Ballard Elevator and owned by E. R. Nickleberry of Bloomington, Ill., was destroyed by a fire believed to have been started by tramps June 3. The structure was valued at \$7,000. It had been vacant for several years.

Fire believed to have started in the cob room destroyed the Veight Bros.' Elevator at Randolph Station, Randolph county, Ind., recently. Loss between \$25,000 and \$30,000, with small insurance. Veight Bros. own a string of elevators in Ohio and Western Pennsylvania.

Fire believed to have been caused by a lighted lantern hanging at the top of the structure destroyed the elevator at Cornelia, Wright County, Iowa, owned by the Iowa Elevator Co., recently. The building was insured. It is not probable that the elevator will be rebuilt.

The elevator at Dewey, Okla., containing 6,000 bushels of corn was destroyed by a fire believed to have started from a spark from a locomotive recently, resulting in a loss of over \$12,000. The contents were insured. The structure was owned by the Midland Elevator Co. of Kansas City.

The large elevator of J. W. Eshleman in Lancaster, Pa., containing 30,000 bushels of corn and oats and tons of foodstuffs, was destroyed by a fire believed to have been caused by a spark from a locomotive recently. Loss about \$75,000, partly covered by insurance. Two horses were burned to death and adjoining property threatened.

While descending from the top of the Warner Elevator at Chenoa, Ill., in a passenger elevator, E. A. Dillon narrowly escaped serious injury recently. When about fifty feet from the ground floor one of the big weights broke loose from the rope and the elevator fell. Mr. Dillon held to the stationary rope, but suffered bad bruises about the hands.

Fire that broke out in the top of the structure destroyed the Farmers' Elevator at Dorchester, Neb., May 30. The building was valued at \$6,000 and contained about 6,000 bushels of grain. A new elevator of 25,000 bushels capacity will be erected. It will be equipped with two elevator stands, corn sheller and feed grinder. The cost will be \$7,500.

Fire of unknown origin destroyed the Merchants' Elevator in Memphis, Tenn., May 18, resulting in a loss of about \$65,000 to J. B. Horton & Co. on building and contents, fully covered by insurance. Other sufferers were McCord, Crockett & Kolp, \$25,000 on grain, fully insured, and J. C. West & Co., \$10,000 on grain, fully insured. The elevator will be rebuilt at once.

Fire that is believed to have originated in a dust collector destroyed the Kaw Valley Milling & Elevator Co.'s elevator, owned by the Forbes Bros., at North Topeka, Kan., recently. The concern manufactures corn goods. The fire was discovered by Superintendent Wise. There were about 10,000 bushels of corn in the elevator and 5,000 bushels of wheat, rye and oats. The plant was valued at about \$35,000 and there was \$15,000 insurance on plant and stock. There is some salvage, which makes about 50 per cent loss over insurance.

#### HIGHEST MARKET PRICES.

The following table shows the highest prices, also prices for No. 3 timothy hay in the markets this week:

|                            | Choice. | No. 3.  |
|----------------------------|---------|---------|
| Boston .....               | \$23.50 | \$17.50 |
| New York .....             | 23.00   | 17.00   |
| Jersey City .....          | 23.00   | 18.00   |
| Brooklyn .....             | 23.00   | 18.00   |
| Philadelphia .....         | 21.00   | 16.00   |
| Pittsburg .....            | 18.75   | 15.00   |
| Pittsburg, prairie .....   | 11.50   |         |
| Providence .....           | 23.50   | 18.50   |
| Buffalo .....              | 18.50   | 15.00   |
| Baltimore .....            | 20.50   | 17.00   |
| Washington .....           | 20.50   | 17.00   |
| Richmond .....             | 21.00   | 15.50   |
| New Orleans .....          | 21.50   | 15.00   |
| New Orleans, prairie ..... | 11.50   |         |
| Newport News .....         | 21.00   |         |
| Kansas City .....          | 15.00   | 9.00    |
| Kansas City, prairie ..... | 11.25   |         |
| Chicago .....              | 18.50   | 12.50   |
| Chicago, prairie .....     | 14.50   |         |
| St. Louis .....            | 19.00   | 14.00   |
| St. Louis, prairie .....   | 14.00   |         |
| Cincinnati .....           | 20.00   | 15.50   |
| Cleveland .....            | 18.75   | 16.00   |
| Minneapolis .....          | 14.00   | 10.50   |
| Minneapolis, prairie ..... | 12.00   |         |

—Hay Trade Journal.



## COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL.B., of the Chicago Bar.]

### Construction of Contract as to Number of Pounds Per Bushel.

A Kentucky firm sent to a company in Seattle an offer of 325 bags of blue grass seed at \$1.40 per bushel, guaranteed to test 21 pounds to the measured bushel. An acceptance was wired, and two or three communications on the subject were exchanged, one by the firm confirming purchase, adding: "325 bags fancy cleaned Kentucky blue grass seed, testing 21 lbs. to the measured bushel, at \$1.40 per bu. (14 lbs.) f. o. b. cars here."

The company contended that the contract was for sale on basis of 21 pounds to a bushel; but the United States Circuit Court in Washington holds (Brent vs. Chas. H. Lilly Co., 174 Federal Reporter, 877) that in view of a quite general proven custom for dealers in such seed to treat 14 pounds as a bushel, the fact that the company's own catalogues referred to a bushel as 14 pounds, and the specific statement in the second letter quoted, which had been received without remonstrance on that point, the contract must be taken as fixing a bushel at 14 pounds.

These principles of law required that the seller should have judgment for its claim: (1) Where there is doubt as to the meaning of a contract, a party will be held to that meaning which he knew the other party supposed the words to bear, if this can be done without making a new contract for the parties. (2) Where the parties to a contract of doubtful meaning have themselves given it a definite construction, this, in the absence of illegality or other controlling circumstance, will be adopted by the courts. (3) A party who has induced another to act on a certain understanding cannot, after the other party has acted, deny that understanding to the other's loss.

However, the court does not consider that the company would necessarily be precluded from disputing the firm's claim by the fact that after the car reached Seattle the seed was unloaded into its warehouse and sold, this being done through some misunderstanding of subordinate employees without the knowledge or consent of their superiors. The effect of doing that should be left to the jury, if the other circumstances mentioned did not conclude the matter.

### Contracts and Liabilities of Common Carriers.

A railroad company that was sued for damages for failure to safely transport and deliver certain wheat and oats set up as a defense an alleged special contract that it should not be liable for loss or damage to the grain by causes beyond its control, or by fire and that the grain was so badly damaged by fire, after it was loaded, without any negligence on the part of the company, that in order to save any part thereof from total loss immediate disposal of it was required and was made, the proceeds thereof being tendered to the plaintiff.

This leads the Supreme Court of Idaho to say, in affirming a judgment for the plaintiff (McIntosh vs. Oregon Railroad & Navigation Co., 105 Pacific Reporter, 66), that, as it is here held, it may now be conceded to be the law, recognized by the overwhelming weight of authority, that a common carrier may limit its strict common-law liability as an insurer in such manner as the law can recognize as reasonable and not inconsistent with sound public policy, but it cannot make a contract exempting the carrier from negligence. It may also be conceded to be the law, by the great weight of authority, that such contract must be reasonable and must have some consideration to support it and not be opposed to public policy.

A railroad company engaged in the business of common carrier is bound under the common law to receive and carry, within the class of goods it is engaged in carrying, such as are tendered for that purpose, and in the absence of a special contract, to carry them with the full common-law liability of a common carrier. And, under the law as established by the great weight of authority, when a shipper goes to a carrier with a view of making a shipment, and the carrier has different kinds of contract, one by which the carrier insures the property shipped, and the other by which the shipper assumes all risk, it is incumbent upon the carrier to show the contract actually made. The mere fact, however, that the railroad company accepts the property and agrees to ship the same is not a sufficient consideration for the waiver on the part of the shipper of the carrier's liability as insurer. There must be some other consideration such as a reduced rate, because under the common law it is the duty of the railroad company to ship goods tendered and of a class which it carries; and the mere fact that it accepts goods and agrees to ship them is not a consideration which will support a contract whereby the carrier is relieved from its common-law liability for damages resulting to the goods received. This court thinks this doctrine is based upon good reason; and, while the courts of the United States are very much di-

vided upon the question of the liability of a common carrier under a special contract limiting liability and are not uniform in their holdings, yet this court is inclined to the opinion that where a common carrier seeks to relieve itself from a common-law liability, it is incumbent upon the carrier to show that there was a consideration for the exemption claimed.

An examination of the decisions of the various courts dealing with this question discloses the fact that as a rule the carrier incorporates in the bill of lading, or contract for shipment, a provision to the effect that, "As a consideration for the special rate granted, the shipper assumes all risk and the carrier is not to be held liable for losses by fire," etc. But the bill of lading in this case contained no such provision. In fact, there was nothing in the contract itself which indicated that any concession was granted to the shipper as a consideration for his agreeing to the exemption of the carrier from loss by fire, etc.

A bill of lading which, like the one in this case, in terms is a receipt for the goods or grain to be transported, which contains a statement that: "This contract, and the responsibilities of the parties hereto, is limited and controlled by the conditions printed on the back hereof; as also by the terms and conditions of this company's printed tariffs, which are hereby declared to be an essential part to this contract"—and upon the back of such bill of lading is the statement that the goods mentioned are received for carriage subject to the conditions that the carrier shall not be liable for any loss or damage by fire, does not show upon its face any consideration for such exemption, and such exemption is void as against the shipper unless it be shown by other evidence that there was a consideration for such exemption.

Where the evidence does not show that the agent of the carrier, or the shipper, knew that a special rate would be given, or was given, as a condition for an agreement upon the part of the shipper that the carrier should be exempt from liability for loss by fire, it is not error to sustain an objection to the question propounded to a clerk in the general freight department of such carrier intended to show that such company had in force two rates, one by which a less rate was charged, upon condition that the shipper waive the right to hold the carrier liable for loss by fire than was charged where no such condition was embraced in the contract.

Where a special contract is pleaded as a defense in an action to recover damages for loss of goods or grain by a common carrier, the burden of proof is upon the carrier to prove the contract and to prove a consideration therefor; and the mere fact that the shipper accepts a bill of lading containing conditions of exemption, without such contract showing a consideration therefor, does not presume a consideration.

### NATIONAL ARBITRATION DECISIONS.

The following copies of decisions on arbitration cases by the committee of the Grain Dealers' National Association are kindly forwarded by Sec'y Courcier:

The Coles Co., Middletown, Conn., plaintiff, vs. Otto Kensch, New York, N. Y., defendant.—Before Chas. C. Miles, E. A. Grubbs and L. M. Wasmuth, comprising the arbitration committee of the Grain Dealers' National Association.

The transaction over which the controversy arises is covered by a certain contract, which reads as follows:

"New York, August 3, 1909.

"Sold to Coles Co., Middletown, Conn., for account of Otto Kensch, 1 car, about 1,000 bushels, of sample white wheat "H" at 108 cents per bushel of 60 pounds c. i. f. Boston rate of freight, shipment by Wednesday, Aug. 11th, 1909, to Middletown, Conn., via N. Y. N. H. & H., Western official weights and inspection final.

(Signed) "OTTO KENSCH."

There is no dispute as to terms of contract; no question as to time said grain was actually shipped or delivered; and no objection to size of car, which contained 40,000 pounds, instead of about 60,000 pounds.

The car in due course arrived at Middletown and was refused by plaintiff on the ground that it did not equal sample on which the contract was made.

After consulting with defendant, the car was unloaded into plaintiff's warehouse with the understanding that the difference in value would be satisfactorily adjusted. Plaintiff claimed a difference in value of 9 to 12 cents per bushel. Defendant offered to pay 2c. per bushel. This was declined by plaintiff, who later offered to accept 6c. per bushel, or \$40.

The evidence submitted makes it quite clear that when the plaintiff unloaded the wheat into his warehouse with the understanding that the difference in value would be properly adjusted he had a right (with the knowledge he had of market value at Middletown) to put a fair estimate as to its value to him, and without regard as to what it might be worth at New York or anywhere else.

Papers submitted show that plaintiff offered to accept \$40, or to load the wheat back into car subject to defendant's order. Both propositions were declined by defendant.

Defendant admits that the wheat was inferior to that called for by the contract, and samples are submitted which show a decided difference in quality; and we believe the claim of plaintiff for 6c. per bushel based on these samples is reasonable and fair; and judgment for the amount of forty dollars is hereby rendered in favor of plaintiff, costs of arbitration to be paid by the defendant.

W. P. Brown & Co., Memphis, Tenn., plaintiff, vs. Evans Elevator Co., Decatur, Ill., defendant.—Before the arbitration committee of the Grain Dealers' National Association, as above.

On August 3, 1909, plaintiff bought from defendant two cars of oats as witnessed by confirmation, the correctness of which is not disputed by either litigant:

"Champaign, Ill., Aug. 3, 1909.

"To Evans Elevator Co., Decatur, Ill.: I hereby confirm purchase made of you today of two cars No. 3 or better red oats at 40c., shipment 30 days, Memphis weights and grades, basis 11c. rate to Memphis, Tenn. Bill to your order, notify W. P. Brown & Co., Memphis, Tenn. Draw on them at Memphis, Tenn.

(Signed) "I. H. FRENCH & Co."

The quantity of oats to be shipped is not mentioned in the contract; therefore the number of bushels is fixed at 3,000, or an average of 1,500 bushels to the car (see Rule No. 34 of Trade Rules). Time of shipment expired September 8th, which gives 30 days from August 3rd, not including date of sale, Sundays and legal holidays (see Rule 5 of Trade Rules).

It appears from the evidence that one car was shipped on this contract, No. 131345 I. C., containing, according to Memphis weights, 63,185 lbs., or 1,974 bu. 17 lbs., which was applied according to contract terms, leaving in default 1,025 bu. 15 lbs. The last day for shipment was September 8th. It was the duty of the seller (the defendant) to notify the buyer (the plaintiff) on this day that shipment had not been made, and on receipt of such notice it would have been the duty of the buyer to elect either to buy in or to cancel the deficit, or to extend time of contract to cover such deficit (see Rule 7, Trade Rules). It is not shown that the seller notified buyer that shipment had not been made, and therefore the contract remained in full force and effect until such notice was received by buyer. The buyer had the right, on failure to receive notice that shipment had not been made within contract time, to buy in or to cancel the contract by giving the seller proper notice. It was not, however, incumbent on him to do so. The evidence does not show that the contract was referred to by either seller or buyer until September 16th, when the plaintiff wrote defendant reminding him of the deficit in the contract and asking for information as to when shipment could be expected, and stating that if there was to be any delay that he would have to buy the oats at Memphis. To this defendant replied, under date of September 18th, to the effect that as oats had not been shipped by September 3rd (which he stated was last day of contract), he would insist on the deficit being cancelled on September 3rd. This letter reached plaintiff on September 20th, and it was clearly stated by defendant that he did not intend to make any further shipments on the contract. It was, therefore, incumbent on plaintiff either to cancel the contract or to buy oats on this day to complete contract. There was, however, further correspondence, extending up to October 20th, when plaintiff made a purchase of 1,500 bushels oats to complete what he claimed was the unfilled portion of contract.

The committee conclude that the correspondence and transactions after September 20th have no bearing on the settlement of the controversy. It is shown by official evidence that on September 20th the market price for No. 3 Red Oats at Memphis was 47c. bid, 48½c. asked, with no sales reported. Adjustment should, therefore, be made on a basis of the average price of 47½c. Memphis, thus making a proper claim of plaintiff on defendant read as follows:

|   |                      |
|---|----------------------|
| Cancellation of unshipped portion of contract August 3rd: |                      |
| Bought .....  | 3,000 bushels        |
| Applied .....   | 1,974:17 bushels     |
| Deficit .....   | 1,025:15 bushels     |
| Contract price .....                                      | 40c.                 |
| Plus 11c. per 100 lbs. to Memphis .....                   | 3½c.                 |
| 43½c. cost Memphis  |                      |
| Cancelled Sept. 20th at.....                              | 47½c. Memphis        |
|   | 4¼c. on 1,025:15 bu. |
|   | or \$43.58           |

Judgment is hereby rendered in favor of plaintiff for the amount of \$43.58, costs of arbitration to be paid by defendant. Decisions filed June 2, 1910.



## IN THE COURTS

The Ohio Supreme Court has affirmed a judgment given by a Cincinnati court to the Union Hay and Grain Co., against Albert Spreckman for \$529.

Harry W. Smith, convicted of aiding and abetting the burglary of a paint car at the Great Northern elevator in Superior, Wis., was sentenced to one year in Waupun prison.

Collector Davis, who had been preparing to sell the Erie elevator in Jersey City, N. J., for taxes alleged to be overdue, was served with a court order recently restraining him from carrying out his plans.

Judge Bickel of Greenville, Ohio, has been appointed receiver for Patty & Coppock, grain dealers of Fletcher, Ohio. This action has been taken to dissolve partnership and settle the business of the concern.

Joseph Hardebeck, Chicago Board of Trade operator, who, with H. O. West, swindled banks of St. Joseph, Mo., out of \$5,000 last October, pleaded guilty at that place June 1 and was sentenced to four years in the penitentiary.

A jury in the Champaign (Ill.) County Court recently awarded the Thomasboro, Ill., Elevator Co. damages of one-half cent a bushel on 1,400 bushels of corn not delivered by H. S. Browning according to contract, as alleged. The amount awarded was \$7.

Eben W. Newton and Frederick Willard have been appointed receivers for the Travis-Emmick Co., of Toledo, Ohio. The concern controls ten elevators in Ohio. The liabilities of the Travis-Emmick Co. are about \$40,000 and assets may reach \$100,000, but are not immediately available.

The First National Bank of Moorhead, Minn., has begun action in the District Court at Fargo, N. D., against Archie Whaley, sheriff, to recover possession of a consignment of grain on which it had a mortgage and which is alleged to have been taken by the sheriff on behalf of the International Harvester Co.

Simon Fronzier, L. W. Dean and W. F. Schmidt of Fremont, Ohio, have instituted suit in the Sandusky County Common Pleas Court against the Bellevue (Ohio) Farmers' Grain Co., and a loan company for \$2,994.79, with interest from February 16, 1910, alleged balance due on contract for building the elevator in Bellevue.

Jean Dennis has instituted suit for \$5,000 damages at Detroit against Carson, Craig & Co., stock brokers of that city, alleging that the defendants did not handle properly some commissions to buy wheat which she gave them. Defendants allege plaintiff did not pay her margins when ordered and that the wheat was sold to protect the firm.

A temporary restraining order was recently granted Bishop Aldering of the Fort Wayne, Ind., diocese to prevent the rebuilding of the Union Grain & Coal Co.'s frame warehouse which was recently destroyed by fire at Anderson, Ind. The building was adjacent to a Catholic church. Work on the building has accordingly been stopped.

Mrs. Emma A. Biddlecom, widow of John P. Biddlecom, has instituted suit for \$10,000 damages at Independence, Mo., against the Nelson Grain Co., of Kansas City, and the Kansas City Electric Light Co. Plaintiff sets forth that on May 8, 1909, while at work in the Park Elevator, owned and operated by the Nelson Grain Co., her husband received an electric shock which caused his death.

The Minneapolis, St. Paul & Sault Ste. Marie Railroad has been ordered by the Wisconsin State Rate Commission to refund to the Osceola Mill & Elevator Co., of Osceola, Wis., \$178 as overcharge on shipments of six carloads of rye from Amery and other points in the northwestern part of the State to Osceola. The Commission found the rate of 6 cents per hundred weight excessive and fixed the rate at 1 cent.

The Trans-Mississippi Grain Co., recently instituted suit in the District Court at Omaha, Neb., against Marshal L. Parker for \$3,200 and asking an accounting. Plaintiff alleges that it gave Parker \$15,000 to build elevators at Brule and Ogallala, both in Keith county, Neb., which were to be ostensibly operated for the Parker Grain Co., but in reality by Parker for the plaintiff. Parker was to have half of the net profits. Plaintiff avers defendant has not returned its full share of the profits. Plaintiff also asks a temporary injunction to prevent defendant from transferring assets.

The Elwood Grain Co. of Elwood, Mo., has instituted suit in Federal Court at St. Joseph, Mo., against the Grand Island Railway Co. for \$8,489.25. It is alleged that defendant company several years ago contracted to pay A. L., W. H. and A. M. Harroun, or their assigns, \$1.75 for each car of grain handled through an elevator at Elwood, and that the railroad has failed to do so on 4,851 cars before February 7, 1906, and between that date and June 3. The Harrouns contracted May 3, 1899, to build a 350,000-bushel elevator where eight cars could be un-

loaded hourly, and the railroad, it is alleged, in turn agreed to deliver all grain originating on its line to the elevator, paying \$1.75 a car.

As the result of a suit filed by Harry Fegleman against Max Chale, his partner, Attorney R. P. Wilson has been appointed receiver of the Brighton Hay & Grain Co., of Cincinnati, Ohio. Fegleman alleged that when they commenced business in June, 1908, it was with the understanding that Chale was to be sole manager. However, Chale was taken ill and was unable to attend to business for ten days, with the result that affairs became tangled.

Mrs. Lizzie F. Morgan, widow of a former Minneapolis lawyer, filed a bill in the Circuit Court at Chicago recently asking for an accounting from John J. Brady, head of John J. Brady Co., Chicago, grain brokers. She recites that on June 1, 1909, she entered into a co-partnership with one, Rooney, for the purpose of carrying on a brokerage business on the open Board of Trade. An arrangement was also made with Brady to do business through his firm whereby Mrs. Morgan and Rooney were to pay twenty-five cents a thousand bushels on all grain bought and sold through Brady's firm, she alleges.

Gibson Oliver, treasurer of the grain firm of Durant & Elmore of Albany, N. Y., and Henry C. Palmer, former freight agent of the Delaware & Hudson Co., were arrested recently on charges growing out of alleged manipulation of bills of lading by which, it is alleged, the grain firm was able to borrow hundreds of thousand of dollars. The complaint against Oliver for grand larceny was made by Vice-President James H. Perkins of the National Commercial Bank of Albany, and James B. Brownell, auditor for the Delaware & Hudson, it being alleged that on January 13 he obtained \$22,000 on three fraudulent bills of lading. Oliver was at one time president of the Albany Board of Trade.

### FEWER LEAKY CARS.

Sec'y W. L. Beaton of the Tri-State Grain Dealers' Association, Minneapolis, on May 23 published a comparative statement of the number of grain cars unloaded at Minneapolis for the crop years of 1909 and 1910, which we condense as follows:

|  |         |
|--|---------|
| Cars weighed in, Sept., 1908-Apr., 1909, inclusive.. | 98,470  |
| Leaky cars .....                                     | 12,595  |
| 1910.  |         |
| Cars weighed in same months of 1909 and 1910....     | 105,777 |
| Leaky cars .....                                     | 6,257   |
| Percentage leaky cars 1908-09 .....                  | 12.79   |
| Percentage leaky cars 1909-10 .....                  | 5.91    |
| Percentage of decrease .....                         | 6.88    |

"The Tri-State Grain Dealers' Association takes the credit for bringing about these results."

### TRANSIT RULING.

The analysis of the Commerce Commission's ruling on transit privilege, made by Commissioner W. M. Hopkins of the Chicago Board of Trade, as it appears to the grain trade, is epitomized as follows: "The commission does not condemn the application of a through rate to a through shipment that is held in transit for a certain period of time.

"The identity of such commodity is not required to be preserved during the time it is held in transit. "The commission does not condemn the practice of mixing, blending, of substitution (I use these three terms as being synonymous in effect) of grain as commercial transactions when the integrity of the through rate is not impaired thereby.

"The ruling of the Commission requires that: "When a commodity that has been held in transit, the identity of which has been preserved, is forwarded from the transit point, the rate applied shall be such as will maintain the through rate from the original point of shipment to final destination, as would have been applied had the shipment moved through without stopping.

"When grain or any commodity that has been held in transit, the identity of which has not been preserved, its exact equivalent may be forwarded from the transit point on such rate as will maintain the integrity of the through rate from point of origin to final destination.

"The product of grain milled in transit may be forwarded from the transit point upon the application of such rate as will maintain the integrity of the through rate from the point of origin of the grain to the final destination of the product.

"It is not permissible to use transit by mixing, blending, substituting, or in any manner whatever so as to defeat the legal through rate."

The N. P. Ry. sent a "Better Farming Train" through North Dakota on June 6-17, starting at Davenport and closing at Beach, making three stops per day while out, Sunday excepted.

The Commercial Club of Belgrade, Mont., is considering a proposition from Iowa capitalists to erect an alfalfa mill at that place to cost \$10,000. The club is asked to guarantee the promoters 2,500 tons of alfalfa next year and 10,000 tons each year thereafter, the millers guaranteeing to pay \$6 a ton, the contract to run until 1916.

## TRANSPORTATION

The ship-owners' combination has returned to the 27s. rate for wheat from Pacific Coast ports to Great Britain.

Lake underwriters have given notice that insurance hereafter on the lakes will end at November 30 instead of December 5 or 12. The change has caused a sharp protest.

The authority of the Commerce Commission in issuing the order directing a reduction of the through freight rates from Chicago and St. Louis to Denver and the validity of that order have been upheld by the Supreme Court of the United States, thus reversing the Federal Court of Appeals.

The Canadian Railway Commission has directed the Grand Trunk and Canadian Pacific Railways to give the same rates to ex-lake Western grain from Montreal to points in Ontario and Quebec on the same mileage basis as that in force on the same commodity from Georgian Bay elevator ports to points in Ontario.

The Commerce Commission has decided that a connecting line receiving a shipment without instructions may demand instructions from the initial carrier; but if, instead of pursuing that course, it assumes responsibility for the routing, it must accept the resulting liability for any increased charges that may follow a mistake in selecting the route. (Duluth and Iron Range R. R. v C. St. M. & O.)

The Chicago Demurrage Bureau say: "Demurrage tariffs provide that on grain cars containing freight subject to state inspection, time will be computed from the first 7 a. m. after inspection by state officials. Freight agents, therefore are ordered by G. W. Sanford, manager, to allow twenty-four hours' free time for giving disposition of grain after last inspection by state officials, regardless of whether or not reinspection results in change of grade."

The Nebraska State Railway Commission has ordered a reduction of the rates on corn from southeastern Nebraska to Omaha in an order filed Wednesday morning, and established the principle, first recognized by the railway themselves, that any Missouri river crossing may properly be considered a basing point and for the fixing of rates be considered on a parity with those towns arbitrarily chosen by the railroads. Rulo is the new basing point named in the order.

Effective June 15, the C., B. & Q. has published the following reconsigning rule: "Grain, flax and other field seeds ordered 'hold' or stopped for inspection. Free delivery to elevators, team tracks or private tracks on the Chicago, Burlington and Quincy Railroad, or to connecting lines, if orders for disposition are received within twenty-four hours from first 7 o'clock a. m. after inspection. If orders for disposition are not received within above time a switching charge of \$2 per car will be made for delivery to connecting lines or to elevators, team tracks or private tracks on Chicago, Burlington and Quincy Railroad." This rule provides free time for reconsigning equal to that allowed for disposition of grain after inspection under uniform demurrage rules.

### DISCRIMINATION AT PHILADELPHIA.

The dealers of the Philadelphia Commercial Exchange on June 1, approved the finding that Frank L. Neall had failed to make good his charges that the Pennsylvania Railroad discriminated against the port of Philadelphia on export grain by tramp steamships. Two members refused to support the verdict, William McAleer, Jr., vice-president of the Exchange, and William M. Richardson. They demanded that the board should not act too hastily in approving the verdict of its committee. The report was signed by James L. King, chairman; George M. Warner, Winfield S. Woodward, Hubert J. Horan, E. E. Penneck, Frank K. Miller and M. F. Baringer.

Mr. Neall, a member of the Exchange, had alleged that the Pennsylvania Railroad Company had discriminated against Philadelphia in the handling of export grain. The committee in a report says: "Your committee, after being affirmed, held numerous public hearings. All testimony was taken under affirmation. All parties who could furnish any information in reference to this matter were requested to appear before us, and the subject in all its phases was inquired into thoroughly. The widest latitude was given the witnesses in order to open up everything that might have a bearing on this question, and we hand you with this report, stenographic record of the proceedings in full." The report ends with the following paragraph:

"From all the testimony taken, your committee unanimously concludes that in view of the circumstances and conditions under which the grain moves in the two ports (New York and Philadelphia), the charge of discrimination by the Pennsylvania Railroad Company against the port of Philadelphia or export grain by tramp steamers has not been proved."



## FIELD SEEDS

A corn show will be held at Council Bluffs in November next.

Flat and hullless barley seed were both in large demand in Montana this spring.

September 19-24 will be a "seed-corn week" in Minnesota; and farmers are requested to sow early corn seed for that week's exhibition and study.

New England corn growers are preparing for a big show at Worcester in November, beginning on November 7, at the fair grounds of the Worcester Agricultural Society.

In the absence of official statistics of clover seed on hand in Europe at this time, the guess of Hamburg is that holdings are liberal—more than anticipated. The spring outlook was good.

The record price for seed corn at Creston, Ia., was reached on Saturday, May 21, it is believed. A local dealer received eighty bushels by express the night before and the last bushel was sold before 10 o'clock next morning at the fancy price of \$4 per bushel. The corn was raised in Fremont County, Iowa.

The South Atlantic States Corn Exposition, the first in the South, will be held in Columbia, S. C., from December 5 to December 8 of this year. Entries will be open to North Carolina, Georgia, South Carolina and Florida and \$5,000 will be offered in prizes for the best ten ear, single ear and bushel exhibits of corn.

W. G. Smith of Delphi recommends the growing of vetch as a soil renewer, planting it after peas and sweet corn for the year's crop have been harvested, or planting the vetch in the corn and turning both the vetch and the corn stalks under in the following spring. As a fertilizer for corn, potatoes, etc., he calls it "the greatest nitrogen-gathering and humus producing plant found in nature's garden."

The O. R. & N. Co. has been distributing among representative farmers willing to do experimental work, sufficient milo maize seed for a small plot of ground. If milo maize proves successful in the territory in which it is being distributed, it will, it is thought, be grown generally in alternation with wheat and to take the place of summer fallow. This means that a marketable crop will be produced by land which under the present system of cultivation lies idle.

Bulletin No. 158 from Purdue, very recently issued, gives the results of analysis of thirteen samples of alfalfa seed sent for inspection by farmers from as many counties. Thirty different kinds of seed were found in the samples, as many as twelve to fifteen kinds in a single sample. The number of weed seeds varied from 90 in a pound of the sample up to 10,980, the average being 2,355. These inspections show the great importance of the work and the need of care in purchasing alfalfa seed.

The seed inspection of the Wisconsin College of Agriculture has handled about 1,300 samples, most of which were sent in by dealers and growers. "On the whole, the seeds have been of surprisingly good quality," states Inspector Stone, "and the attitude of the seed dealers and the growers toward the law has been especially gratifying; all seem anxious to comply with the provisions of the law and co-operate in carrying out its purpose, which is to improve the quality of Wisconsin's agricultural seeds. A considerable number of samples were of low vitality. These are not condemned under the law, but must be labeled with the per cent of germination, so that the farmer who buys them may know what he is getting."

Seed Commissioner Bolley of North Dakota says that very many of the brome grass seed samples which he has been able to examine contain high percentages of quack grass seed. Slender wheat-grass seed is also a source of distribution of quack grass seed. Canada blue grass, lawn mixtures and Kentucky blue grass which contain admixtures of Canada blue grass are very liable to contain the seeds of Canada thistle. Alsike clover and white clover seeds seem to be the chief source of distributing field sorrel and catch-fly. Indeed, almost any sort of small seed that can be raked up off the ground is liable to be in alsike. The field sorrel is one of the most destructive types of weeds in light or sandy soils. Millet and flax are the chief distributors of field mustard, hare's ear mustard, French weed and false flax. Red clover is a great distributor of buckhorn, ribbed plantain, lance-leaved plantain, or so-called ribbed grass. Alfalfa seed appears to be the chief distributor of dodder and sweet clover. Timothy seed seems to be the great carrier of tumbling mustard, French weed and especially pepper grass.

### GOOD SEED INSTITUTES.

Good Seed Institutes, under the auspices of the Farmers' Institutes, will be held next winter in many places in Minnesota as the result of co-operation of the local business men with the Institute Department. The object of the Good Seed Institutes will be to furnish farmers information regarding the production and selection of good seed, says

the Minnesota University Farm Press News. These Institutes will be of no less interest to farmers than the regular Farmers' Institutes, and will be conducted by practical institute workers, who, through long experience and study have developed a system of farming and seed selection that should be understood and practiced by every farmer. The improved quality of the grains of Minnesota is as largely dependent upon good seed as an increased yield per acre is dependent largely upon the conservation of soil fertility.

### DISTRIBUTING NEW PLANTS.

There are probably few cases in which a new plant behaves exactly the same in any great number of remote localities. The variations due to changed climatic conditions or environment may make a plant useful in one section for hay, in another chiefly for pasture, and possibly in a third as a winter cover crop or for green manuring. A crop tested by a certain cultural method may prove worthless, yet the same plant may have a proper place in the same locality if differently handled.

A striking example is found in the northern or Canada field pea. When brought south for trial and planted like the Southern cow pea, it withers away under our midsummer sun. When sown with oats for hay, unless the crop is put in very early and the seed planted very deep, it usually adds little to the crop, says W. A. Sherman in The Country Gentleman. But if the proper depth of seedbed can be secured, under conditions of soil and location insuring plenty of moisture through the growing season, and with sufficient soil fertility, it gives a leguminous crop at a season when we can grow no other. Even then, it seldom ripens seed enough to give us an idea of the appearance of a crop threshing 30 bushels or more per acre, such as we read of in northern sections.

In the cases of plants which thrive and produce seed freely in cool regions, it may be the best policy for warmer regions to depend largely on seeds grown farther north; but frequently the question of acclimation is all-important. A few years ago samples of a winter barley were sent for trial to various Northern and Western points, where a successful grain of this kind would be of great value. When subjected to conditions more severe than those under which it had been developed, the crop was badly winter-killed. A number of the persons who had sown it, seeing that most of the plants were dead, plowed up the plats and reported the grain a failure. One man let his few remaining plants mature, and found that some of them yielded good grain. He saved this partially acclimated seed and sowed again, suffering much less loss the second year. The third season he had a well-acclimated strain of winter barley, which added largely to the possibilities of his farming.

This lesson justifies the plea made by the Department that the strong individual plant which survives adverse conditions be given special attention, even when most of its fellows have shown themselves unable to withstand the ordinary conditions of weather in the new locality.

With regard to winter grains, it is found that a variation of a few weeks from the usual time of sowing will often make the difference between success and failure in the crop. The great advantage of fall-sown over spring-sown grains in any climate where they can be made equally productive is apparent. In the South we need winter cover and root growth to prevent washing, and in the North we need to relieve the pressure of spring work. Any new thing which promises help in these directions should be carefully and patiently tested.

### INSECTS PEST OF CLOVER.\*

A field of red clover in full bloom is alive with insects, probably more in number than visit any other plant, with the possible exception of alfalfa. No part of the plant escapes, root and stem, as well as the flower, being attacked. Some of these 200 or more species of insects are beneficial, but most of them are destructive; and were it not for the fact that clover is a very vigorous plant, it could not withstand these combined raids upon its vitality, which, however, are sufficient to reduce the hay crop materially every year. If we could keep all the insects out of the clover field, we should get more hay; if we could exclude all except the bumblebees and the honey-bees, we should undoubtedly get an immense increase in the yield of seed.

Those who raise clover seed on a commercial scale owe their success to methods which operate chiefly against the insect enemies of the seed—whether the growers are aware of it or not. Under the same conditions of soil and climate, one man is able to get a good crop of seed and his neighbor is not. The reasons for this are chiefly entomological, as appears in these pages.

### THE FAILURE OF THE SEED CROP.

Many farmers do not attempt to raise their own clover seed. Those who do, get more or less of a

\*Compiled from Bull. 134, Ill. Exp. Station, by J. W. Folsom, Assistant Professor of Entomology, U. of I.; pp. 197, with numerous plates; April, 1909.

crop according to circumstances. In the black soil of the corn belt, 1½ bushels of seed per acre is about the average yield for red clover (*Trifolium pratense*). The soil is not the best possible for clover; frequently too little seed is sown; generally the oats and the wheat are regarded as of more importance than the clover; and always the seed insects ravage the crop unless certain precautions are taken. In DeKalb County the soil is better adapted to clover, and, though the winter conditions are now and then a little severe for the plant, the farmer expects to get about five bushels of seed to the acre by cutting the hay crop early. Under the most favorable conditions, red clover has yielded eight bushels per acre. I have found records of nine, but the more authentic accounts name no more than eight.

Many influences, more or less important, combine to reduce the crop of seed. Adverse mechanical or chemical conditions of the soil or unfavorable conditions of the weather may prevent the plant from flowering properly. With good conditions of soil and weather, the general health of the plant may be impaired by fungous diseases of several kinds or by insects, particularly the root-borer, the leaf-weevil, and the clover-louse. Their devastations cause the heads to flower unevenly and imperfectly, and prevent the formation of a large number of heads in the crop directly attacked by them.

These injuries, due to influences that affect primarily the general health of the plant and secondarily the seed, are easily referable to their respective causes. The worst injuries to the seed are more insidious in their nature, and are caused by insects. These injuries are of three classes: (1) those of a negative kind, due to lack of pollination; (2) the positive injuries due to miscellaneous insects that eat clover heads in an incidental way; (3) the positive injuries caused by insects that feed solely upon clover seeds or florets. The first two groups are relatively unimportant in comparison with the last.

1. We would have no red clover seed at all were it not for the operations of the bumblebees and, secondly, of the longer-tongued honey-bees (those of Italian races), for red clover is incapable of self-pollination. The importance of the bumblebee in the pollination of red clover is so well established as to need no discussion. That of the honey-bee, however, is not sufficiently recognized. The honey-bee pollinizes red clover to some extent, even though its tongue is two millimeters shorter than the average corolla tube. A field of red clover is always thronged with honey-bees if any of them are being kept within a mile or two of the place; and these bees secure nectar from flowers that are undersized, especially in times of drought, when most of the flowers are smaller than usual; also from flowers that secrete a copious amount of nectar. Furthermore, the honey-bees, in their attempts to get the nectar, go through the motions of pollination whether they get any nectar or not, as I have ascertained.

The lack of seed in the June or early July crop is generally attributed to the lack of bumblebees at that time, and rightly so, in my opinion. Occasionally, however, the farmer is surprised to find a paying amount of seed in his first crop. This happened in Illinois in 1906 and again in 1907, in various counties in all parts of the state, as I have learned from correspondence and from personal conversation with clover growers at the State Farmers' Institute and elsewhere. This early seed ran one to two bushels to the acre. Some of it was put on the market in Quincy, Ill. Only two farmers offered any explanation for the production of clover seed at this untimely season, and they laid it to a "miller" that pollinized the flowers by night unobserved. This miller I am not acquainted with; perhaps the honey-bees pollinized the flowers.

Ordinarily, however, we do not expect to get seed from the June crop; and by midsummer there are always enough bees to pollinize the flowers. The failure of the seed crop need not be laid to lack of pollination as yet. In the future, if bumblebees are constantly destroyed, we may be obliged to cultivate them artificially; and this can be done, if necessary for the welfare of clover. The indiscriminate killing of bumblebees should be stopped. They are the best friends of the clover grower.

2. The seed crop is diminished to some extent by various grasshoppers, beetles, and caterpillars that eat the blossoms here and there, and sometimes the green seeds. They prevent pollination and destroy developing seeds in some measure, but can scarcely be guarded against, and need no special consideration.

3. There are, however, three insects that must be guarded against if one wishes to raise a good crop of seed. These are the seed-midge, the seed-chalcid, and the seed-caterpillar. When clover blooms well and there is good weather, the failure of the seed crop is to be charged to these three insects, the last of them being the least to blame, as a rule. All three can be controlled by simple methods described later, the most important of these being the early cutting of the hay crop.

It seems curious at first sight that an unusually large yield of seed should follow the ravages of the



clover leaf-weevil. Yet this has occurred in several instances. Webster observed the fact in Ohio. The explanation is simple, however, in my opinion; for the weevil, when a pest, consumes enough leaf tissue to delay the growth of the plant materially, taking the seed crop out of the reach of its worst insect enemies. The result is the same as that obtained by the seed growers who pasture the clover in May or early June.

Early pasturing or cutting is the secret of a good seed crop, as the growers in New York, Ohio, Michigan, Canada, and elsewhere have found. The reason for the practice is not universally known, however, as is evident from the inadequate explanations that have appeared now and then in agricultural publications. For example, Shaw says (Clovers, etc., p. 103), "Experience has shown, further, that, as a rule, better crops of clover seed may be obtained from clover that has been pastured off than from that which has been mown for hay, although to this rule there are some exceptions. This arises, in part, from the fact that the energies of the plant have been less drawn upon in producing growth, and, therefore, can produce superior seed heads and seed, and in part from the further fact that there is usually more moisture in the soil at the season when the plants which have been pastured off are growing. There would seem to be some relation between the growing of good crops of clover seed and pasturing the same with sheep." The fact is that pasturing gives a good seed crop for the reason that it delays the heading of the plant until a time when the seed-midges and seed-chalcids are no longer on the wing and laying eggs. When precautions are not taken against these pests, they can be counted upon every year to destroy most of the clover seed. In this region the midge and the chalcid eat from 50 to 75 percent of the red-clover seed every year without hindrance. The farmer gets only what the insects leave. If he gets two bushels of seed to the acre, the insects have already eaten from two to six bushels off the same acre.

#### NATURE AND FORMS OF ADULTERATION OF SEED.\*

Farm seed is considered to be adulterated when it contains seed of inferior kind or quality in excessive quantity. When inferior seed is present in considerable quantity it is naturally presumable that intentional adulteration has been practiced.

The misbranding of seed, or its sale under the name of a different kind, may be intentional or it may be the result of error in labeling. Its effect, however, so far as the purchaser is concerned, is the same as adulteration.

Some of the plants whose seeds are used as adulterants have more or less forage value and are widely distributed in agricultural regions where farm seeds are produced. For this reason a comparatively small quantity of their seed is likely to appear in seed crops merely as an incident to the culture of these crops. When the small extent of such incidental occurrence is conspicuously exceeded, intentional adulteration is strongly suggested. An illustration of this is seen in the relation of yellow trefoil to red clover and alfalfa. The trefoil grows spontaneously in most regions where red clover seed and alfalfa seed are produced, and some trefoil plants are likely to appear in these crops. While trefoil is a low-growing plant, mostly escaping the mower when the crop is cut, some fruiting stems are likely to be harvested with the crop. The admixture of the trefoil seed with that of the crop is further aided by the fact that the trefoil has a long seeding period, and consequently its seed may appear in clover or alfalfa seed harvested at any time within the usual period during which harvesting may occur. Thus the appearance of a trace of trefoil in red clover or alfalfa seed does not indicate intentional or serious adulteration. Again, while Canada bluegrass grows spontaneously with Kentucky bluegrass it matures so much later than the latter that only very immature seed can appear incidentally in the harvested Kentucky bluegrass seed. The latter, however, as offered to the trade often contains mature Canada bluegrass seed in quantity varying from 10 per cent to complete substitution. This is evidently intentional adulteration.

As a rule, successful seed adulteration is made possible by the similarity existing between the inferior seed and that of the crop seed with which it is used. It often happens, therefore, that the adulterant used is the seed of some plant very closely related to the adulterated crop seed. The dealer who adulterates seed bases his faith in the success of the deception upon the very careless examination made or the absence of any examination of the seed by the average purchaser, including the majority of retail dealers. If, before purchasing, a careful examination of the seed offered for sale was made by all buyers, guided by a knowledge of the various adulterants used, seed adulteration would soon cease.

The combination of seeds of standard farm crops

\*From Farmers' Bulletin 382, U. S. Dept. of Agriculture, "Adulteration of Forage-Plant Seeds," by F. H. Hillman.

commanding uniformly different prices in the seed market constitutes adulteration when the mixture is sold at the price of the more expensive seed. This is illustrated by the combination of redtop and timothy offered as redtop.

Another form of adulteration is the use of dead seed of the kind offered for sale. Such dead seed may have lost its vitality from advanced age or from unfavorable conditions of harvesting or of storage, or it may consist of light screenings in which the seed germs never developed. Old seed having very low vitality or none at all doubtless is often offered for sale. Considerable worthless shriveled red clover and alfalfa screenings are imported each year for use in adulterating red clover and alfalfa seed.

One of the commonest and most objectionable forms of adulteration is the use of low-grade screenings, consisting chiefly of miscellaneous weed seeds. In many instances such adulterants have been purchased in foreign countries. The statement, often made, that low-grade weedy screenings are imported for the purpose of recleaning before being marketed is without foundation, because the quantity of good seed to be secured would cost the dealer more, usually very much more, than the same quantity of good seed produced in this country. Such low-grade seed, therefore, is unquestionably imported exclusively for use either in competition with or as an adulterant of higher grade seed.

Not all the consequences experienced by the consumer which arise from seed adulteration can be anticipated, but chief among the disadvantages are a reduced stand of the desired crop, a monetary loss in paying too much for the quantity of good seed actually secured, a loss in connection with transportation charges, which are higher than they should be for the actual quantity of good seed transported, and the securing of an undesired crop which, if from miscellaneous screenings, may do permanent injury to the farm owing to the noxious weeds introduced. Many indirect losses and disappointments resulting from the use of adulterated seed are experienced by progressive farmers who may unwittingly sow such seed.

## LATE PATENTS

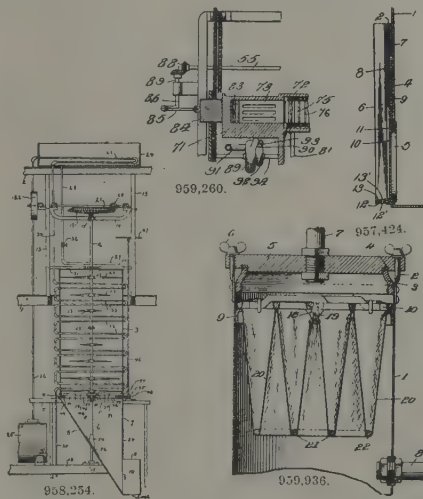
Issued on May 10, 1910.

Conveyor Belt.—Michael C. Graney, Hoosick Falls, N. Y. Filed January 8, 1909. No. 957,769.

Grain Door.—Andrew A. Kramer, Kansas City, Kan. Filed June 28, 1909. No. 957,424. See cut.

Issued on May 17, 1910.

Alfalfa Meal Mixer.—William A. Kissell, Council Bluffs, Iowa. Filed November 6, 1909. No. 958,254. See cut.



Apparatus for Dust Collection.—Orville M. Morse, Jackson, Mich. Filed April 20, 1904. No. 958,666.

Issued on May 24, 1910.

Cleaner and Separator for Shelled Corn.—Dickson B. Raworth, Brownsville, Tenn. Filed December 18, 1909. No. 959,260. See cut.

Issued on May 31, 1910.

Agitator for Grain Heaters.—August J. Koegler, Milwaukee, Wis. Filed September 7, 1909. No. 960,024.

Dust Collector.—Henry Hill, Portland, Ore., assignor of one-half to John Hill. Filed May 25, 1909. No. 959,936. See cut.

Portland, Ore., stands next to New York as an export for wheat for ten months ending with April 30. New York's total was 9,575,420 bus.; Portland's 5,492,387 bus.; Philadelphia, about 4,500,000 bus.; Puget Sound ports, 3,882,133 bus.

# The Ellis Drier Co.

☞ The continued spell of cold weather has necessitated replanting.

☞ Late planting means a late harvest, and the chances are there will be more or less damp grain.

☞ Don't put too much trust in the idea that Nature will take care of her crops; she frequently needs help.

☞ Help her by putting in a good drier and save yourself a deal of worry and anxiety.

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Nearest Way

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## CROP REPORTS

The report of the Tennessee Department of Agriculture gives the condition of corn for this year as 96, compared to 95 last year. In some districts large acreage of early planted corn was replanted.

A new pest in the form of a worm that attacks the seed in the ground just after it has germinated and sprouted and before it has pushed its way through the ground is causing Illinois farmers anxiety.

Wheat harvesting has begun in central Texas and oats are also ripening, making double labor for the farmers, who work late into the night. The oat crop will be between 12,000,000 and 15,000,000 bushels.

The condition of corn is 93, according to the Oklahoma June crop report, compared to 84 last June. Oats condition 83, compared to 91 in May. Condition of wheat 88.3, compared to 87 in May and 61 a year ago.

The Missouri June crop report gives the condition of corn as 67, against 84 last June. The acreage is estimated at about 101 per cent compared to last year. Oat condition 91, against 87 a year ago. Wheat condition 69, against 76 a year ago and 70 in May.

In his weekly crop bulletin Dr. Chappel, the crop expert, states that replanting of corn is general in Iowa and some fields have been planted three times. Good seed corn is exhausted and the prospects for an average stand are very unfavorable. Recent rains have helped crops.

The Michigan June crop report gives the condition of corn as 80, against 89 last June and 86 in September, when the crop was 53,000,000 bushels by the State report and 70,000,000 by the Government. Condition of oats 92, against 85 a year ago. Wheat condition 87, against 86 in May and 82 a year ago.

The first crop report of the year issued by the Department of Agriculture of the province of Alberta, Canada, shows that there is an increase in acreage sown to oats in 1910 of 10 per cent over that of 1909. The acreage sown to barley shows an increase of 36 per cent over 1909. Recent rains have helped Canadian crops.

Corn acreage, which is considerably increased over that of last year, has nearly all been planted and some stands are up and being cultivated, according to the June report of the Wisconsin State Board of Agriculture. Condition of oats is given as 94.5; spring wheat, 95.5; winter wheat, 96; winter rye, 95.12; spring rye, 90; barley, 90.

Recent unseasonable weather throughout the corn belt has been the source of much worry to farmers. In central Illinois it is reported that seed corn is selling at \$6 to \$8 a bushel, because of scarcity. The poor quality of much corn is ascribed to poor germination in some sections. Oats have been favored by the cold weather and a bumper crop is predicted.

A crop report issued by the Illinois Central for the week ended May 28 shows that in Illinois and Iowa corn has nearly all been planted. Acreage fully 100 per cent and conditions will probably warrant harvest of about 95 per cent. Oats have been more or less retarded by cold weather, but conditions show about 95 per cent, with an acreage of 99 per cent.

B. W. Snow's June crop report estimates the acreage of oats at 33,172,000,000 acres, against 31,920,000 last year, making the present acreage the largest on record. Condition is given as 90.3. A crop of 1,100,000,000 bushels or 125,000,000 more than last year is possible if present conditions maintain. Condition of winter wheat is given as 80.6, with estimated area of 28,233,000 acres.

According to the Ohio June crop report, the condition of oats is 100, indicating a crop of 47,000,000 bushels on the new basis. The oat crop last year was 51,000,000 bushels. Rye condition 91, against 98 last month and 79 a year ago. Winter barley 84; spring 90. Wheat condition 93, against 85 in May and 73 a year ago. Acreage 1,721,630, with indicated crop of 24,008,000 bushels. Report says nothing about corn.

## JUNE CROP REPORT.

The June Crop Report said: "The area sown to spring wheat is about 19,742,000 acres, or 1,349,000 acres (7.3 per cent) more than sown last year. The condition on June 1 was 92.8 per cent, as compared with 95.2 per cent on June 1, 1909; 95.0 per cent on June 1, 1908, and 93.0 per cent the June 1 average of the past two years. The indicated wheat crop in the leading spring wheat states with comparisons, and the total spring wheat crop of the United States, is shown below:

|               | Indicated<br>Acreage<br>June, 1910. | yield, bu.<br>June, 1910. | —Final official 1909—<br>Acreage<br>June, 1910. | Yield, bu.<br>June, 1910. |
|---------------|-------------------------------------|---------------------------|---|---------------------------|
| Minn. ....    | 5,934,000                           | 58,844,000                | 5,600,000                                       | 94,080,000                |
| N. Dak. ....  | 7,221,000                           | 117,702,000               | 6,625,000                                       | 90,762,000                |
| S. Dak. ....  | 3,645,000                           | 58,684,000                | 3,375,000                                       | 47,588,000                |
| Total ....    | 16,746,000                          | 272,230,000               | 15,600,000                                      | 232,430,000               |
| To U. S. .... | 19,742,000                          | 319,820,000               | 18,393,000                                      | 290,823,000               |

The condition of winter wheat on June 1 was 80, as compared with 82.1 on May 1, 1910, 80.7 on June 1, 1909, 86.0 on June 1, 1908, and 81.9 the June average of the past ten years. Indicated yields in the principal producing states, with comparisons, and the entire winter wheat crop of the United States was:

|               | Indicated<br>Acreage<br>June, 1910. | yield, bu.<br>June, 1910. | —Final official 1909—<br>Acreage<br>June, 1910. | Yield, bu.<br>June, 1910. |
|---------------|-------------------------------------|---------------------------|---|---------------------------|
| Penn. ....    | 1,556,000                           | 24,429,000                | 1,545,000                                       | 26,265,000                |
| Ohio ....     | 1,944,000                           | 27,410,000                | 1,480,000                                       | 23,582,000                |
| Ind. ....     | 2,629,000                           | 23,928,000                | 2,165,000                                       | 38,124,000                |
| Ill. ....     | 2,139,000                           | 26,523,000                | 1,810,000                                       | 31,494,000                |
| Mo. ....      | 1,821,000                           | 22,945,000                | 1,943,000                                       | 28,562,000                |
| Neb. ....     | 1,978,000                           | 22,747,000                | 2,350,000                                       | 45,590,000                |
| Kan. ....     | 4,027,000                           | 49,935,000                | 5,893,000                                       | 85,478,000                |
| Okl. ....     | 1,556,000                           | 18,917,000                | 1,225,000                                       | 15,680,000                |
| Total ....    | 17,848,000                          | 228,834,000               | 18,413,000                                      | 289,725,000               |
| To U. S. .... | 29,044,000                          | 406,616,000               | 28,330,000                                      | 446,366,000               |

The area sown to oats is about 34,380,000 acres, or 1,176,000 acres (35 per cent) more than the area sown last year. The condition of the crop on June 1 was 97.0, as compared with 88.7 on June 1, 1909, 92.9 on June 1, 1909, and 88.4 the June 1 average of the past ten years.

The following is a comparison of the acreage and yield of 1909 and the acreage and indicated yield of 1910:

|                            | Acreage<br>June, 1910. | Ind. yield<br>June, 1910. |
|----------------------------|------------------------|---------------------------|
| New York .....             | 1,338,000              | 46,295,000                |
| Pennsylvania .....         | 938,000                | 88,882,000                |
| Ohio .....                 | 1,765,000              | 58,834,000                |
| Indiana .....              | 1,875,000              | 63,562,000                |
| Illinois .....             | 4,476,000              | 163,821,000               |
| Michigan .....             | 1,505,000              | 49,996,000                |
| Wisconsin .....            | 2,303,000              | 76,460,000                |
| Minnesota .....            | 2,736,000              | 88,546,000                |
| Iowa .....                 | 4,300,000              | 144,480,000               |
| North Dakota .....         | 1,623,000              | 53,398,000                |
| South Dakota .....         | 1,479,000              | 47,920,000                |
| Nebraska .....             | 2,597,000              | 92,325,000                |
| Kansas .....               | 1,157,000              | 35,404,000                |
| Total .....                | 28,157,000             | 855,873,000               |
| Total, United States ..... | 34,380,000             | 1,141,416,000             |

## FINAL OFFICIAL, 1909.

|                            | Acreage<br>June, 1910. | Yield, bu.<br>June, 1910. |
|----------------------------|------------------------|---------------------------|
| New York .....             | 1,325,000              | 37,365,000                |
| Pennsylvania .....         | 938,000                | 25,943,000                |
| Ohio .....                 | 1,730,000              | 56,225,000                |
| Indiana .....              | 1,820,000              | 55,510,000                |
| Illinois .....             | 4,346,000              | 159,064,000               |
| Michigan .....             | 1,420,000              | 43,310,000                |
| Wisconsin .....            | 2,280,000              | 79,800,000                |
| Minnesota .....            | 2,736,000              | 90,288,000                |
| Iowa .....                 | 4,300,000              | 116,100,000               |
| North Dakota .....         | 1,550,000              | 49,600,000                |
| South Dakota .....         | 1,450,000              | 43,500,000                |
| Nebraska .....             | 2,473,000              | 61,825,000                |
| Kansas .....               | 964,000                | 27,185,000                |
| Total .....                | 27,892,000             | 681,815,000               |
| Total, United States ..... | 33,204,000             | 1,009,353,000             |

The area sown to barley is about 7,057,000 acres, or 46,000 acres (0.7 per cent) more than the area sown last year. The condition of the crop on June 1 was 89.6 as compared with 90.6 on June 1, 1909; 89.7 on June 1, 1908, and 90.5 the June 1 average of the past ten years.

The condition of meadows (hay) on June 1 was 86.1, against 89.8 on May 1, 1910, and 87.6 on June 1, 1909.

## PASSING OF THE FRAME TERMINAL ELEVATOR.

BY A. C. OLDS,\*

Executive Special Agent at Chicago of the Phoenix Ins. Co. of New York.

There are many reasons why, as an insurance proposition, the frame terminal elevator is passing. Take, for instance, the situation as it exists at Minneapolis. There are forty-seven elevators at that point (exclusive of houses and tanks in connection with flour and oil mills), representing a combined storage capacity of approximately 41,000,000 bushels. Thirty of these elevators are "Regular," having storage capacity of 33,000,000 bushels. The balance, seventeen in number, are "Private" elevators, representing storage capacity of 8,000,000 bushels. Of the total capacity of all elevators in Minneapolis, about 25 per cent, or approximately 11,000,000 bushels, is represented in fireproof elevators and tanks. These figures are significant when you compare the total fire-proof capacity of 11,000,000 bushels with 14,742,000 bushels, the largest week's storage during the entire year of 1908, and this fact stands out much stronger when compared with the average or ordinary grain storage of about 12,000,000 bushels. As it is the tendency of the storage to gravitate to the fire-proof houses, these figures practically mean that when the fire-proof storage is exhausted, that it leaves but 3,743,000 bushels to be handled among old style houses having a capacity of ten times that amount. It goes without saying that when the fire-proof storage capacity at any given center reaches its ordinary needs, there is but little future for the frame terminals.

Fire-proof elevators with tile or concrete storage capacity are increasing rapidly in all large grain centers and that increase will continue for the following reasons: First, owing to the nominal insurance rates, which range from 13c to 28c, as com-

pared with rates of \$1.50 to 3 per cent on the old wooden storage houses. Second, because most of the banks require no insurance protection to cover their advances made on grain in fire-proof storage, except when grain is stored in steel or concrete tanks adjoining a frame working house, where there is an expectancy of some loss from exposure. Third, that the new houses are modern and fast running, the improved machinery having nearly doubled the capacity of the same sized elevator of twenty years ago, and new elevators are being built in localities where the owners can be sure of ample switching facilities and enough trackage room to put in a day's run of cars at one setting. Fourth, the rapid growth of the cities where the grain terminals are located has considerably hampered many of the older houses for trackage room. In quite a number of cases, ground has become entirely too valuable for elevator purposes, creating a situation where the land is worth more vacant than with the buildings on it. Fifth, the low insurance rate on the fire-proof elevator has caused the grain buyer to prefer that class of storage and this has had its effect on the frame terminal by practically eliminating its "carrying charge," that formerly was quite an item of income. The operator would buy wheat in the fall, sell it the same day for future delivery at quite a stiff advance and obtain the regular storage rate of about three-fourths of 1 per cent per bushel for the first ten days or part thereof and one-fortieth of 1 cent per bushel for each additional day thereafter so long as the grain remained in good condition. This he is no longer able to do, as the spread between the price of cash and May wheat is so slight that after paying his discounts, handling charges and insurance, there is little, if anything, left for profit. Sixth, another important feature for consideration is the rapid increase in the size of grain vessels. The average ship to-day in the grain trade has a beam of from fifty to sixty feet and a cargo capacity of from 350,000 to 450,000 bushels, and boats of this size cannot enter the Chicago River. Its average depth is supposed to be twenty-one feet, but at several points in the river, loaded vessels drawing eighteen feet have often been stuck in the mud, requiring the assistance of several tugs to enable them to get into the deeper water. Especially is this true at Sixteenth street, where the Illinois Central Railroad crosses the South Branch. The reversal of the river's flow from Lake Michigan to the Drainage Canal has made a strong current, which with the many obstructions of the channel by center pier bridges, has made towing a necessity in almost every case. The largest grain carrier that can get in with safety is one in which the capacity does not exceed 200,000 bushels. That the Government recognizes the necessity for larger tonnage in the Northwest is exemplified in the fact that they have made the depth of water in the new lock at Sault Ste. Marie twenty-five feet on the mitre sill, and I understand that it is their intention to make all of the locks conform to that depth as soon as possible.

It would appear that the frame terminal elevator has about had its day as a storage proposition. This fact has been recognized to a certain extent by the Peaveys, who but a few months ago demolished "Interior No. 1" at Minneapolis, a house with a capacity of 1,700,000 bushels, and another large terminal at this point is to be torn down soon. Local agents are now attempting to secure insurance to cover the wrecker's interest in the building pending its demolition. The "Exchange Elevator" at Minneapolis, operated by the Exchange Grain Co., is another frame terminal that has passed. It burned September 16, 1909, building a total loss and grain practically total. The fire started on the top floor of the working house at 7:45 p. m. The watchman had pulled his box on that floor at 7 p. m., and states that he found everything apparently all right, but shortly after, the fire was announced by a small explosion, followed soon thereafter by a very heavy one that carried the fire for thirty feet through a structural steel and corrugated iron passage-way containing a large grain conveyor belt that operated from the working house to the tile bin house, containing fifty-one open bins. This caused a heavy dust explosion and a flash fire in the tile bin house, but the damage in this instance was confined to a slight loss on grain and to the partial wrecking of the structural roof supports and corrugated iron roof, the hollow tile sides not being injured to any extent by the explosion, but outside where the water was thrown on them, it caused the surface or face of the tile to crack open, leaving the inner walls of the air space exposed. This would seem to teach the lesson not to throw water on tanks built of hollow tile when they are being subjected to heat, for instead of improving the chance of salvage, it lessens it. The cut-offs at each end of the passageway evidently did but little service.

This loss calls to mind the fact that bankers do not generally demand insurance for advances made on grain in fire-proof houses, and in this connection I would express the belief that too little attention is paid to the dust hazard in these elevators. Owners of the fire-proof houses are relying almost

\*Being a portion of an address recently made by the author to a convention of insurance agents.



wholly on the fact that the building and tanks are classed fire-proof, entirely overlooking, in the working houses, the accumulation of screenings and chaff; pine lumber used in cooping the cars and the fine dust which is as combustible as powder when ignited by a fire ever so slight. In several of the fire-proof elevators I found the dust accumulated to a dangerous degree, and one of these days I am inclined to think that the bankers are going to come to the realization that a dust explosion following a small fire is a very destructive agent.

While on this subject, we have an item of interest in the recent loss on grain in the steel tanks adjoining the frame flour mill and elevator of Iglehart Brothers at Evansville, Ind. We are advised that the mill and elevator were totally destroyed. The steel tanks thirty-five feet distant were so heated from the burning buildings that the loss will be practically total on the tanks and their contents.\*

In my humble opinion the only thing left for the frame terminals is to operate them as cleaning, mixing and transfer houses. If they are used for this purpose, there will, of course, be but little if any grain in the annexes, most of it for convenience' sake will be stored in the hopper bins of the working house; and since the percentage of grain in an elevator depends largely upon the amount of grain in the house at the time of a fire, the chance for much salvage will be slight. Formerly, these old houses were filled during the greater portion of the year, but as it is now they are seldom more than half full at any one time. Another feature to be considered in this connection is, how these large frame houses, with heavy expense for maintenance, operation and insurance, not to mention interest on money invested, can compete with the smaller cleaning and mixing elevators.

The evolution of the business has added the terms "long car" and "short car" houses. All of the older houses are short car affairs, built with pits to accommodate grain cars ranging in length from twenty-eight to thirty-four feet, while cars in use at this time run from thirty-four to fifty feet in length. During the past eighteen years the average load of grain per car has more than doubled. The average number of bushels per car in 1890 was 579 bushels. This increased to 671 bushels in 1895, 992 bushels in 1900, 1,030 bushels in 1905 and 1,169 bushels in 1908.

To explain the situation as refers to long and short cars, take, for example, one of the old elevators with four pits, built to handle four short cars; and its working capacity is reduced one-half, in that but two of the four receiving legs can be used at one time with the present sized cars; and in handling these two cars, they must be uncoupled and set by hand, which takes time and adds to the operating expense. Another handicap which the older houses have to face is the flat bottom bin, which means that there is from 750 to 8,000 bushels of grain in each bin, according to its size, that does not automatically feed to the conveyor and must be shoveled out by hand, an inconvenient and expensive operation, especially when the wheat needs turning many times during the storage season to keep the weevil from damaging it or to prevent it from becoming bin-burnt. The capacity of the hopper scales in the old terminals of the period from 1885 to 1890 ran about 750 bushels, enough leeway in weight having been left at that time to take care of an exceptionally large car of that period, but the increased car capacity has made it now necessary to fill the hopper twice and to take two weights for each carload of grain.

The competition of the modern elevator has forced the old-style terminals to work short handed; and in their effort to compete and at the same time not lose money, they have generally cut down their working force to the minimum, reduced salaries; and the superintendent is often found doing a laborer's work and the floor watchman, who should be supervising the machinery, is down shoveling grain.

With these facts and figures before us, is there room for any conclusion other than that the frame terminal elevator has outlived its usefulness and that in all leading grain centers, where not already practically replaced, it will have speedily to make room for this more modern type?

\*It transpires since Mr. Olds' address was made that the statement is an error; that while the tank did get very hot and it was thought the grain was ruined, as a matter of fact when the grain was removed from the tank the actual loss was less than 23% of the value of the grain and not over 14% of the insurance.

New wheat began moving in Texas on June 3, one car having gone through Gatesville on that day.

New Orleans exported in May 51,428.32 bus., in cars to the Continent. This makes a total of 5,091-317.18 bus. of corn exported since September 1, 1909.

Quick loading records at head of the lakes were broken in May last at the Great Northern Elevator "S" at Superior, when 227,000 bushels of wheat were put into the steamer Charles W. Kotcher in two hours. It was all durum wheat consigned for export.

## PERSONAL

A. J. Hallan has become agent for the Minnekota Elevator at Dogden, N. D.

Edward Herbert is now buyer for the Duluth Elevator Co. at Hampden, N. D.

Frank Holland has been engaged as manager for the Neola Grain Co. at Collins, Iowa.

Ben Roe has succeeded A. C. Green as agent for the Atlas Elevator at Altamont, S. D.

W. H. Berg will be buyer for the Farmers' Elevator at Donnybrook, N. D. this season.

W. F. Vetter succeeds J. F. Hayes as buyer for the Stockdale & Dietz Co. at Ormsby, Minn.

M. W. Scanlon has accepted the position of buyer for the Farmers' Elevator at Chaffee, N. D.

Albert Charrlin of Vermillion, S. D., has become manager of the Farmers' Elevator at Burbank.

L. C. Whiting has succeeded S. M. Rector as buyer for the Andrews & Gage Co. at Deer Creek, Minn.

Jake Stark of Washburn, Wis., has become superintendent for the Des Moines (Iowa) Elevator Co.

L. Layer of Wyatt, Ind., will be manager of the recently organized Farmers' Elevator at Darrow, Ill.

Samuel Whiteman is the new grain buyer for the Farmers' Lumber & Grain Co. of St. Ansgar, Iowa.

Ira B. Packard has succeeded E. E. Manning as agent for the Powers Elevator Co. at Edgeley, N. D.

D. R. Chaney of Dundee, Minn., has accepted a position with the Farmers' Elevator Co. at Roundlake, Minn.

R. L. Schroeder of Galva, Iowa, will retire from the grain business and make his home in Seattle, Wash.

Charles Gallagher has succeeded Henry Billhorn as manager of the elevator at Clarion, Bureau county, Ill.

Edward Keefer of Green Valley, Ill., has become manager for the Farmers' Elevator Co. at Easton, Ill.

E. A. Ekern has accepted the position of manager of the Farmers' Elevator at Airlie, Pipestone county, Minn.

R. L. Bird of Willow Lake, S. D., has succeeded Thomas Lambert at the Gold Elevator in Corona, S. D.

Edward Wicklund of Richland county, N. D., is the new agent for the Atlantic Elevator Co. at Fingal, N. D.

H. Schuler has succeeded Harry Kitterman as manager of the J. P. Coffey Elevator at Ash Creek, Rock county, Minn.

George Livermore, who operates a line of elevators in Iowa, will make his headquarters in Fairmont, Minn., in the future.

J. E. Gibson of Hansell, Iowa, has been engaged as manager for the recently organized Geneva Elevator Co. at Geneva, Iowa.

C. Thygeson has succeeded George Stoffel as manager of the St. Anthony & Dakota Elevator and Wood Yard at Hannah, N. D.

Carl N. Nelson, manager of the Farmers' Elevator at Starbuck, Pope county, Minn., has been appointed assessor for that village.

O. G. Fuller has resigned as agent for the Imperial Elevator Co. at Crystal, N. D., and the house will be closed during the summer.

A. A. Koehnlnun has resigned as wheat buyer for Peter Maurin at Elizabeth, Minn., and has accepted a similar position at Gardena, N. D.

Nate Enright, who was manager of the Ennis Elevator at Arlington, Ill., has become associated with the elevator at Clarion, Bureau county, Ill.

William Werner has resigned the management of the Security Elevator at Woodlake, Minn., to become traveling salesman for a Chicago firm.

F. Trotten of the Atwood-Larson Co., grain commission, Duluth and Minneapolis, Minn., will look after that concern's interests in Bismarck, N. D.

H. E. Trammell has severed his connections with the Farmers' Co-operative Elevator at Holloway, Swift county, Minn., to become a traveling salesman.

G. C. McWetay, for several years cashier for the Tri-State Grain Co. at Wichita, Kan., has succeeded R. W. Amerine as cashier of the McCullough Grain Co., of that place.

O. M. Wood of Dexter, Minn., has succeeded Oscar Jacobs as manager of the Farmers' Elevator at Allison, Iowa. The latter has become manager of an elevator at Yorkville, Ill.

Neal Webster has resigned as manager of the Mehen Grain and Hardware Store in Andover, Mass., to become associated with the H. K. Webster Grain Co. of Lawrence, Mass.

W. L. Brown, former manager of the Arkansas Valley Grain Co. of Wichita, Kan., has been engaged as manager of the Wichita offices of the Kemper Grain Co. A. F. Johns, formerly Wichita manager for the

Kemper Grain Co., will assume charge of the recently established office at Hutchinson, Kan.

Frank Curtis, who has been in charge of the Minneapolis State Grain & Warehouse Commission's inspection department at Sleepy Eye, Minn., has engaged in similar work at Duluth, Minn.

John R. Marfield, president of Marfield, Tarse & Co., grain dealers, Chicago, was probably fatally injured in an automobile accident in Minneapolis recently. He owns a string of elevators.

The State Railway Commission of Washington has appointed C. J. Holst, postmaster and grain dealer at La Crosse, Whitman county, grain inspector to succeed S. C. Armstrong, resigned.

Alexander Mitchell, former president of the Montreal (Can.) Corn Exchange, and for forty years a prominent Canadian grain merchant, will soon sail for Scotland, with wife and daughter, to reside.

The Kerr-Gifford Grain Co., of Portland, Ore., has announced promotion of a number of employees. E. O. Warmoth, who has been district agent at Lewiston, Idaho, two years, will be transferred to the Spokane district to relieve P. W. Smith, who goes to the general offices at Portland. H. D. Kinsman, traveling agent for the Kerr-Gifford Co., will succeed Mr. Warmoth. J. Hoben, assistant manager in the Walla Walla district several years, will succeed Mr. Kinsman.

Charles Fitch Swan, grain dealer and for many years a member of the New York Produce Exchange, died May 25 of apoplexy in New York City, aged 61 years. He was born in Mount Morris, N. Y., and is survived by his widow.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address

JAMES M. MAGUIRE, Campus, Ill.

### FOR SALE OR RENT.

A 20,000 bushel elevator at Washburn, N. D., for sale or rent. In the best of condition. Reason for selling, too much other business. Address

PAUL S. MEYER, Washburn, N. D.

### FOR SALE.

A 35,000-bushel elevator in Central North Dakota for sale on easy terms. Ending crop year 1909, the four elevators at this station handled 596,000 bushels. Address

W. C. PETERSON, 402 8th St., Fargo, N. D.

### TWO ELEVATORS FOR SALE.

Two grain elevators on P. C. C. & St. L. for sale. Capacity 18,000 bushels, both first class. In good territory, good coal trade, nice town, good schools, etc. Address

602, Cor. 5th St. & Broadway, Greenville, Ohio.

### EASTERN NEBRASKA ELEVATOR FOR SALE.

Modern cribbed, iron clad elevator in Eastern Nebraska, fully equipped. Capacity 40,000 bushels. Doing a large and satisfactory business. Lumber yard can be had in connection if desired. Address

N. E. B., Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

## Grain Investments

Every trader, grain raiser and live stock feeder should send for a copy of "GRAIN INVESTMENTS." Most complete encyclopedia of grain trading details published. Posts you completely. On request if you mention this publication. Ask for Edition H.

**E. W. WAGNER & CO.**  
98-99-100 Board of Trade CHICAGO



## ELEVATORS AND MILLS

### FOR SALE.

Three-story brick building suitable for elevator or grist mill; lot 116x166. On Erie R. R. and New York Central sidings. Centrally located in Marion, Ohio, city of 20,000 inhabitants; good farming community. Address

THE PRENDERGAST COMPANY, Marion, Ohio.

### NEBRASKA ELEVATOR FOR SALE.

Elevator of 20,000-bushel capacity at Smithfield, Gosper County, Neb. Located directly upon right-of-way of B. & M. R. R. Equipped with Fairbanks automatic scale and Fairbanks steel frame wagon scale. For further information address.

J. FRENCH, University Place, Neb.

### ELEVATORS FOR SALE.

Grain elevators on Minnesota and South Dakota on the line of the Milwaukee Road west of Minneapolis. These are located in the richest wheat raising sections of the state. Thirty-three and a third per cent profit guaranteed on the investment. If interested, write

ELEVATORS, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

### IDAHO ELEVATOR FOR SALE.

The most complete seed and grain house in Idaho, if not in the Northwest, where crops never fail. Best seed producing section in the world. One-half block of ground, 260 feet trackage, 80,000 bushel elevator, with track scales. Most modern machinery for cleaning, grinding, etc. Built 1908-1909. Business established here 16 years, doing all the business we can handle, and have now decided to retire from business. Buyer can double purchase price in a few years. Will take some money to make deal. If interested write

BOX 687, Boise, Idaho.

### FINE WAREHOUSE AND CHOP MILL FOR SALE.

A \$30,000 brick warehouse and 65x140 chop mill for sale. Storage about 60 cars hay, 10 cars grain. Complete grinding equipment, electric power. Elevator scales. Private switch 186 ft. with 10-foot loading and transfer dock. 44x150 vacant adjoining. Good will and long established business goes with property. Increasing in value all the time. A snap for man who wants to step right into an old established and paying Hay, Grain and Mill Feed business, Wholesale Retail, Commission and Shipping. (Alfalfa trade alone is an attractive business.) Terms easy. Reasons for selling, have made enough and want to retire. For full particulars address

BOX 595, Kansas City, Kan.

## MACHINERY

### ENGINES FOR SALE.

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

### GASOLINE ENGINE FOR SALE.

One 34 H. P. Miami Gas or Gasoline Engine for sale. In good running order.

STRAUB MACHINERY CO., Cincinnati, Ohio.

### LARGE LINE OF MACHINERY CHEAP.

Large line of various machinery for mill and elevator equipment; special low prices for quick sales. Write for particulars to

AMERICAN HOMINY CO, Indianapolis, Ind.

### TWO GASOLINE ENGINES FOR SALE.

For sale at a bargain, one 35 h.p. New Type Olds Gasoline Engine, nearly new, and one 18 h.p. Olds Gasoline Engine, rebuilt last fall. These engines are in perfect condition and running every day. We are installing electric motors and will have no use for the engines. Address

LESLIE ELEVATOR CO., Leslie, Mich.

### FOR SALE-GASOLINE ENGINE.

An 80 H. P. New Erie Dayton Gas Engine for sale cheap. Guaranteed to be in good condition. Good reason for selling. Address

QUINBY CLIMER, Chillicothe, Ohio.

### IRON GRAIN TANKS FOR SALE.

Four round galvanized iron tanks in good condition, suitable for grain. Hoppered at the bottom; 6 feet in diameter; 8 feet high.

YPSILANTI MACHINE WORKS, Ypsilanti, Mich.

## SCALES

### SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

## Grain and Seeds

### HOT AND DAMAGED CORN WANTED.

We will buy hot and damaged corn of every description. Name prices.

L. F. MILLER & SONS, Philadelphia, Pa.

### FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products.

ANSTED & BURK CO., Springfield, Ohio.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS WANTED

### WANTED.

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

## ROOFING AND SIDING

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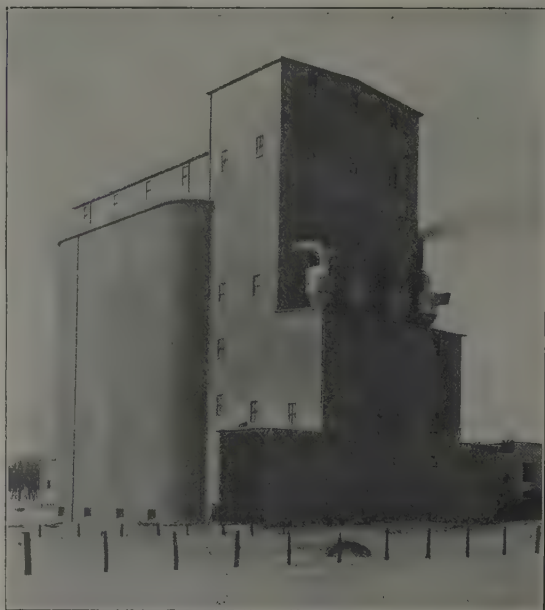
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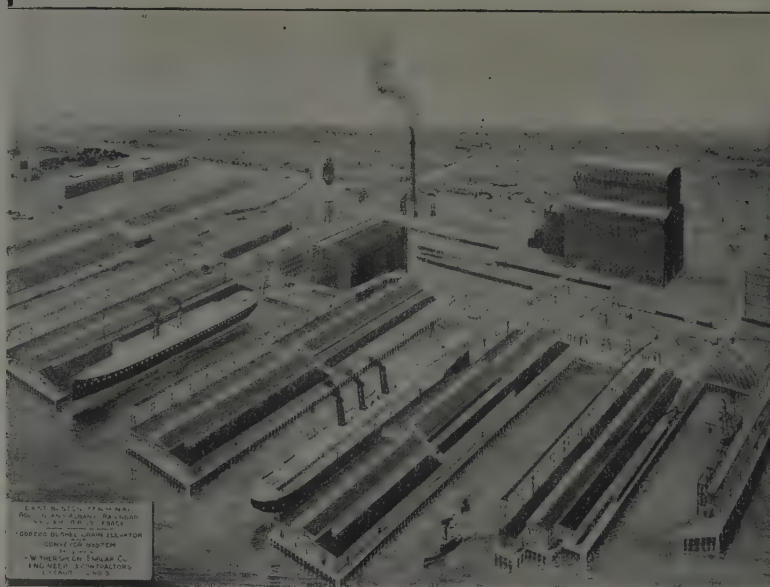


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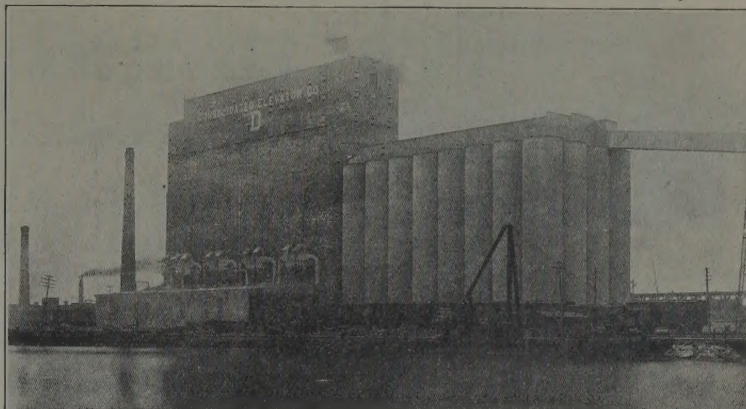


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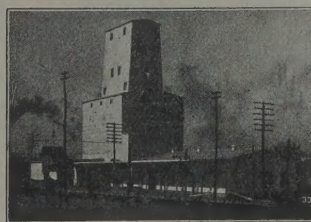
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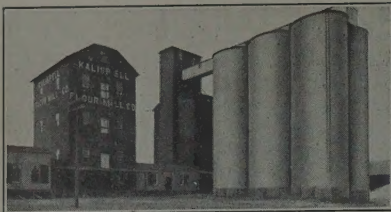
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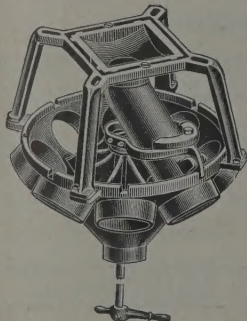
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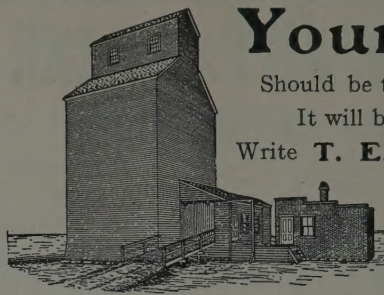
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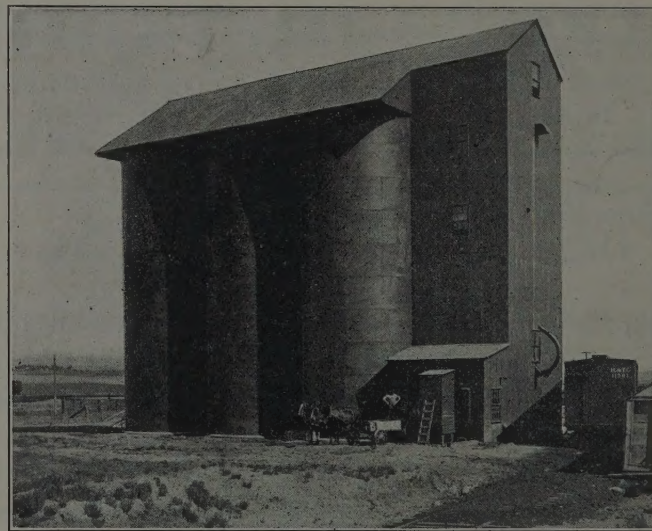
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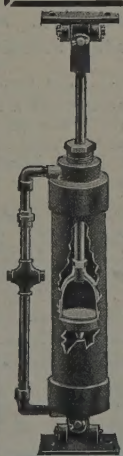
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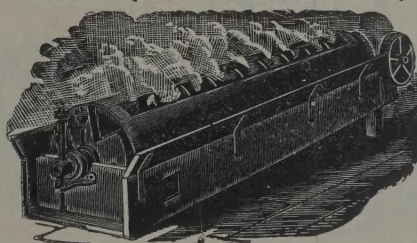
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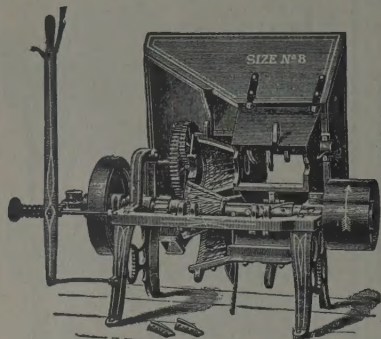
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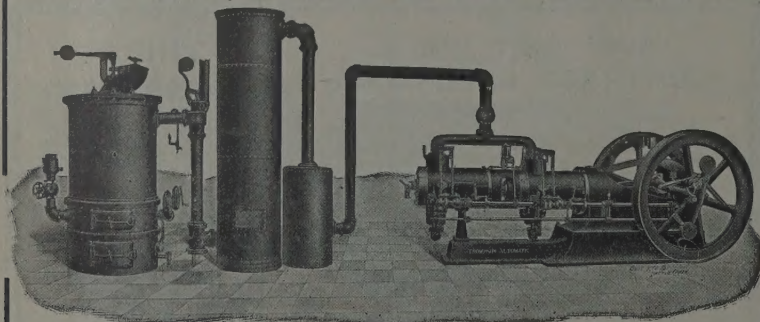
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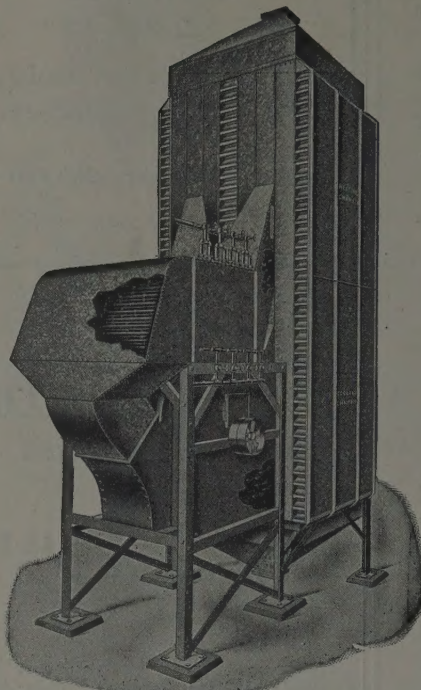
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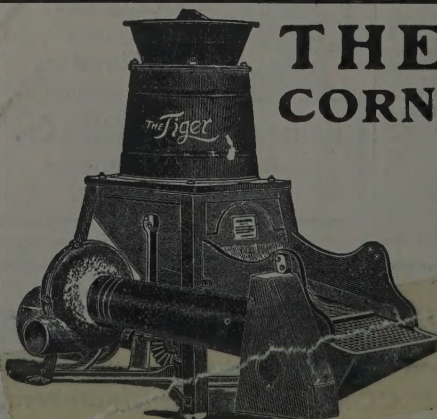
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